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Business Bulletins *from around the world*

AFGHANISTAN—Ordnance-repair factory and associated training facilities to be constructed with Czechoslovakian assistance, according to press.

AUSTRALIA—Minister for Trade imposed temporary duty effective January 25 on imports of belting fabric for manufacturing. The most-favored-nation rate is now 20% ad valorem on fabrics wholly or chiefly of cotton or man-made fiber of weight over 18 ounces per square yard.

Fibremakers Ltd., jointly owned by British Nylon Spinners Ltd. and Imperial Chemical Industries of Australia and New Zealand Ltd., building new $9 million terylene factory at Bayswater, Victoria, near Melbourne, on same site as firm's existing nylon plant.

CAMEROON—$12 million investment to be made in rubber production by new organization, SAFACAM, established under Cameroon's Investment Code by French company, Societe Africaine Forestiers et Agricole (SAFA). SAFA now has 20,000 acres in rubber; SAFACAM to plant additional 15,000 acres and build new installations. Annual production, presently 4,500 metric tons, to be raised to 7,000 tons of raw rubber.

GREECE—National Bank applies for permission to establish corporation to be known as National Investment Bank for Industrial Development. Capital set at 180 million drachmas ($6 million), with at least 51% to be controlled by National Bank. Participating foreign banks are Chase International Investment Corporation (New York), Manufacturers Hanover Trust (New York), Deutsche Bank (Frankfurt), Lambert Bank (Brussels), Credit Lyonnais (Paris), and Banque Nationale pour le Commerce (Paris).

GREENLAND — Establishment of A/S Godthaab Fiskeindustri as joint venture in Greenland, Denmark and Faroe Islands marks significant step toward conduct of large Greenland fishery operations by private enterprise rather than Royal Greenland Trade Department (RGTD), Danish governmental unit. RGTD stimulated development of new company, which will fillet and freeze fish for U.S. market and produce fish meal from fillet waste and, in season, from capelin. Beginning in August, new plant to produce 40,000 pounds of fillets daily.

HONG KONG—New York Freight Bureau and Trans-Pacific Freight Conference announce more sharp cuts in freight rates between Hong Kong, U.S. East and West Coast ports—up to 25% for rayon goods to East Coast, rattanware to West Coast, both expiring February 28.

Gulf Oil Terminal Inc., subsidiary of Gulf Oil Corp., opened $2-½ million bunkering terminal January 9. Installation includes 146,000-barrel fuel oil capacity, large kerosene tank, light diesel tank, several trucks, barges, other equipment.

Government announces extension of export authorization (EA) system for shipments of cotton textiles to U.S., covering all categories not subject to restraint. EA applicant must submit documentary evidence of firm orders or contracts. All cotton textile exports to U.S. now under some form of supervision.

LIBYA—Money in circulation as of Dec. 31, 1962 totaled $45.5 million. Foreign exchange reserves on same date were $92.7 million.

NIGERIA—First major contract—$2,800,000— for Shell-B.P. refinery near Port Harcourt awarded to Taylor Woodrow (Nigeria) Ltd., covering construction of ten 3-mile pipelines linking refinery with marine loading terminal.

PAKISTAN—Executive Committee of National Economic Council approves 39 development projects estimated to cost 172 million. Approved for East Pakistan are $120 million coastal embankment scheme, atomic-energy center at Dacca, DDT factory, expansion of Dacca airport, and increased jute manufacturing capacity. Approved for West Pakistan are refugee colonies, irrigation scheme for Mianwali, forest-research institute at Peshawar, expansion of Daudkhel fertilizer plant, and $23 million development scheme for Clifton, Karachi suburb.

East Pakistan approves proposal of Forest Industries Corporation to establish $18 million paper and pulp mill at Sylhet, to produce 15,000 tons of white paper annually from grass.

Fruit and vegetable processing plant to be established at Rawalpindi with machinery and technical assistance supplied by Yugoslavia under $10 million credit.

TAIWAN—Taiwan Cyanamid Corporation, joint U.S.-Chinese enterprise, to manufacture fish preservative under license. Use of chemical will considerably lengthen cold-storage time for fishery products, making it possible to prolong high-seas fishing operations and expand fish exports.

Total exports for the first 11 months of 1962 reached $215 million, up 13% over 1961. Imports for period, not including U.S.-aid commodities and imports with self-provided foreign exchange, totaled $207 million. For first time, industrial products take place of processed agricultural products as leading foreign exchange earner, accounting for 47.2% of country's total exports. Total export earnings for 1962 expected to reach $230 million.

TURKEY—German firm reportedly was granted Government permission to construct wire-and-steel plant in Iskenderun.

Final steps are in process for the formation of an industrial credit and development bank to provide 5-year credits for working-capital needs of Turkish business. Six private commercial banks, under Is-Bank leadership, to contribute initial capital of £40 million ($4.4 million), lend another £40 million, and agree to contribute further capital from percentage of increased bank deposits. Institution to serve primarily as discount facility for contributing banks, but be authorized to make direct loans.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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the cover

Men's and boys' wear "do-it-yourself" mission members shown with Secretary of Commerce Luther H. Hodges and National Export Expansion Coordinator Draper Daniels. They returned convinced that England and the Common Market are potentially good customers for their industry. (See page 3 for identification of mission members. Their report starts on page 2.)

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formerly FOREIGN COMMERCE WEEKLY

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MISSION MEETS PRESS: At U.S. Embassy, London, men's and boys' wear mission talks to journalists. Left to right are: J. H. Wyss, Richard Bell, Elmer Ward, Sr., Michael Daroff, Hans Schwerdtfeger, J. M. Haggar, Sr., Dale O'Brien, and Nathaniel Knowles, Commercial Counselor.

FIRST OF NEW TYPE

Industry Organized Trade Mission reports on EEC men's apparel market

Long-range potentials for selling U.S.-made men's and boys' wear in the United Kingdom and the countries of the European Economic Community are highlighted in a 153-page report presented on January 31 to Vice President Lyndon B. Johnson and Secretary of Commerce Luther H. Hodges.

A month-long (November 14-December 13) European tour by 6 male-apparel executives—the first industry-organized consumer-goods trade mission — provided the report's foundation.

Escorted to the Vice President's office by Secretary Hodges, the returning mission represented the first realization of an entirely new approach to overseas selling. In the past, the Department of Commerce had selected the areas in which U.S. trade missions would travel, had chosen the members and paid their travel and per diem expenses. This, however, was a "do-it-yourself" mission. The industry, working through the American Institute of Men's and Boys' Wear (AIMBW), organized the mission, picked its members and paid their expenses. The Commerce Department briefed them, sent a specialist abroad to do advance spadework, and then sent an expert to accompany the mission.

Visiting England, France, Italy and Belgium—including stops in London, Rome, Milan, Turin, Paris and Brussels—the mission explored existing and potential trade opportunities, European male-apparel manufacturing trends, and possibilities for promoting American-made clothing there. Mission members brought to the task expert knowledge of various segments of the industry: men's and boys' suits and coats, underwear, hosiery, shirts, sportswear, outerwear, slacks and accessories, and apparel-industry consumer education techniques.

The group left the United States knowing that "the American economy has reached a point where we either

develop our foreign trade or go into a tailspin," and returned from the tour profoundly convinced that there is a huge European market for certain but not all goods of our industry.

American pattern

The Common Market is bringing about a revolution in distribution patterns, the mission report notes. Europe's tradition of innumerable small shops is giving way to the American pattern of stores well-stocked with ready-made goods, and U.S. advertising and promotion concepts are likely to be in demand. This will mean more brand-name emphasis, more national advertising, more cooperative advertising with retailers, more use of color in advertising, and more sales dollars spent on advertising.

The report emphasizes that full information about U.S. goods must be made readily available to European retailers if there is to be an improvement in the current picture, with less than ½% of U.S. male-apparel production now being sold in the United Kingdom and the European Economic Community. American firms have seldom called on these potential customers with details about products, styles, sizes, prices and terms—in spite of the fact that a well-stocked men's clothing store in an American city might carry ready-made suits in as many as 166 sizes and a wide price range, compared to the limited offerings of European shops in which 40 sizes would be considered an unusually good selection.

Follow-up needed

Discussions by mission members with European buyers revealed that in the few instances where these buyers have purchased and sold quantities of American suits after visiting the United States, the American manufacturers usually did not follow up to expand these initial sales. The war, tariffs, licensing, and dollar-exchange have presented problems, but in any case the French, Belgian, Italian or British retailer tends to look to Swedish, West German, British and Italian companies rather than to American clothing firms. Keen competition there is—but largely confined to manufacturers in the United Kingdom and the Continental countries. Some European manufacturers extend credit terms and other inducements exceeding those customarily offered by U.S. manufacturers.

Five principles

In spite of real or apparent difficulties, the mission is convinced that the 170 to 250 million people represented by the EEC and Britain, Denmark, Ireland and Norway offer a huge potential market—with steadily increasing purchasing power—for U.S. goods. Realization of this potential depends, according to the mission, on application of 5 principles:

1. American businessmen must abandon half-way measures and key their selling efforts to carefully planned sales and merchandising, customer-service and follow-up campaigns. The European market is just as demanding, sophisticated and intelligent as sales territories in the United States. Local marketing conditions must be met.

2. Information about American-made lines—distinguishing factors, quality, prices, terms, delivery, promotion, account service, etc.—must be made available in the language of the country in question. Each nation's customary ways of doing business must be observed.

3. U.S. firms must participate actively in industry exhibitions, trade fairs, and other national and international promotion events. Much buying results from these affairs.

4. Sharp local competition can and must be met by American manufacturers, with proper adjustment to traditional local practices. No one should make the mistake of trying to dump inferior goods in the European market, with its quality-conscious customers trained to look for serviceability, style and good taste in the commodities they buy—as, for example, in made-to-measure clothing. American goods must be displayed in the European market simultaneously with Stateside showings—and delivery for sale should also be simultaneous. Styling for every part of the European market—as is done for different regions of America—may be important in some circumstances, and the same selections and conscientious follow-through should be provided.

5. The American manufacturer must recognize the truly significant proportions of the potential market created by expanding EEC economies with their tremendously accelerating demand for consumer goods. Since the American product is by and large superior and European manufacturers are not now fully equipped to meet the demand, the opportunity is great. In Italy and Belgium particularly, and to a somewhat lesser extent in France, there is a trend towards enlisting American manufacturers in the production and distribution of men's and boys' wear. Trade associations are offering their facilities for U.S. exhibitors at fairs and exhibitions; bankers and finance ministers offer assistance with financing and information on plant location, labor resources and other factors; and manufacturers seek joint ventures so that American technological and merchandising know-how can be used to exploit the booming market.

Cover photograph

Members of the male-apparel trade mission, accompanied by Louis C. Pfeifle, President of the American Institute of Men's and Boys' Wear, met with Secretary of Commerce Hodges and Draper Daniels, National Export Expansion Coordinator, in Washington. Shown in the front-cover photograph are: (First row, left to right) Elmer L. Ward, Sr., Secretary Hodges, and Michael Daroff. (Second row) Dale O'Brien, J. H. Wyss, Mr. Daniels, Mr. Pfeifle, Richard S. Bell, and Hans J. Schwerdtfeger. Not present when the picture was taken was J. M. Haggar, Sr.

Background sketches of the mission members appear on page 4.

Tailoring

The mission report holds that if American firms tailor their approach to the important current and potential European markets, gratifying results will be obtained. Mission members found during their tour that important markets currently exist for almost all product lines, notably in tailored clothing, slacks, and leisure attire. Higher-priced clothing tends towards a more standardized European silhouette hard to distinguish from the "Continental" style made in America, and many European retailers think this standardized silhouette will soon cut across all price ranges.

Mission members are convinced that the United Kingdom and the Common Market are now ready to accept lighter-weight fabrics—for example, a 10 to 12-ounce summerwear fabric as against the traditional preference for 14 to 16-ounce goods.

Longer view

Likely developments for the next 5 to 10 years, as seen by the mission, include: Rising demand by the prospering European consumer for American-style sport jackets and shirts, summer clothing, boatwear, hunting clothes, casual wear and other items of a more diversified wardrobe; a trend away from 100% wool and towards blends, with Italian and French consumers already de-

manding the 55-45 and 65-35 mixtures with polyester fibers; and growing sportswear emphasis in Italy and France, especially in ski-wear, now available in wider selections in French and Italian than in American stores. In spite of this, America offers a bigger variety of colorful winter sportswear, outerwear, and resort wear, and mission members see a good market potential here if the European public becomes habituated to southern vacations in the winter.

The mission's country-by-country analyses and findings on European manufacturing and distributing trends and attitudes towards American penetration of the market are presented in the remaining articles of this section of INTERNATIONAL COMMERCE.

Hesitation means lost opportunity for U.S. firms

American standards not within easy reach of European maker

Mission Report

Technological development and modern retailing practices (in Europe) are both accelerating with extreme rapidity, according to the members of the special Trade Mission. The more aggressive and imaginative manufacturers have already begun to reach out for American experts to whom they are paying high salaries for the purpose of bringing the best in American know-how to their operations.

One British manufacturer, for example, borrowed the latest techniques of one of the most modern American operations and increased his production 40%.

Gaps filled

Similarly, merchandising gaps are being filled by aggressive retailers, quite often financed by manufacturer capital through creation of store-labeled merchandise. If strong national brands are not created soon, the private-label development could reach the point where brands will not be needed. Hence, if Americans are to penetrate the European market in any substantial way, they must move swiftly. Excessive delay and deliberation will tend to eliminate or certainly reduce their opportunities.

Exports to U.S.

We do not see any prospect that European manufacturers are likely to attempt a penetration of the American market in any volume in the foreseeable future. In certain novelties and specialties, as in knitted sports shirts and sweaters for example, and some low-priced rainwear, Europeans may well find a growing American market, but not in the major categories of clothing, shirts, underwear and hosiery.

Among the reasons we do not expect a substantial penetration are the following:

Quality at a price in competition with American standards will be difficult for the European manufacturers to attain.

Difficulties in customer service and follow-up.

Inadequacy of size ranges and fit.

Mission Members

Richard S. Bell, President, Cape Ann Manufacturing Co., Gloucester, Mass., is a National Outerwear and Sportswear Association director and serves on AIMBW's Fashion Steering Committee and the Fashion Institute of Technology's advisory council.

Michael Daroff, President, Botany Industries, Inc., and H. Daroff & Sons, Inc., Philadelphia, Pa., holds the honorary degree of "Doctor of Textiles" from the Philadelphia College of Textiles and Science; he is executive committee chairman of AIMBW.

J. M. Haggar, Sr., founded Haggar Co., Dallas, Tex., which sponsors the annual series of courses in retail management at Tulane University's School of Business Administration and the Philadelphia College of Textiles and Science.

Hans J. Schwerdtfeger, Director, Export Sales Division, Arrow Co., New York, N.Y., and Director and Vice President, Arrow Inter-America, Inc., has pioneered in distributing Arrow men's furnishings and casual wear in 85 countries.

Elmer L. Ward, Sr., President and Founder, Palm Beach Co., Cincinnati, O., operates 7 plants employing 4,300 people selling directly to some 3,000 retail stores.

J. H. Wyss, Vice President and Director of Exports and Licensing, Cooper's, Inc., Kenosha, Wis., recently toured Africa, Europe and the Far East, returned home and embarked again on the current mission.

Dale O'Brien, Secretary of the Mission and President of the Chicago public relations firm which bears his name, is a former advertising and public relations director for the Board of Editors of Encyclopaedia Britannica, Inc.

G. Edward Borst, Assistant to Director, U.S. Trade Missions Program, Department of Commerce, served throughout the tour as the mission's coordinator.

Sales uptrend seen, America in the running

One approach is through ties to European makers

Mission Report

Under existing tariff and tax conditions, the European manufacturer does not fear the imminent competition of American imported goods. In the high-price field, it is our observation that we could compete successfully as to quality and tailoring within a price-range that would be acceptable to the European consumer.

Selling points

The European retailer will welcome U.S. apparel products under the following circumstances:

❶ Provided the retailer is sold with the same consideration and follow-up that the American retailer is given.

❷ Provided he is exposed to the manufacturer's full line and at the same time that it is shown in the United States. Because of delivery time, he must be assured that the goods he purchases will be avail-

able for sale at his stores at approximately the same time that they will be available in American stores. Emphasis here is not only on timely but also complete deliveries.

❸ Provided he is offered American styles, colors, fabrics, and quality from American manufacturers. He does not want "European" products made in America or by Americans in Europe.

❹ Provided he is supplied with merchandising aids including point-of-sale material, and other advertising helps with careful attention given country-by-country to the preparation of these materials in the local language or in English, according to the custom of the country. For instance, in Holland, display material from America should be prepared in the English language; in France, such material would be unacceptable unless it is in French.

The mission believes that another practical way to approach the European market is through joint-venture undertakings with European manufacturers. The vacuum will be filled by joint ventures entered into by Europeans with each other, or by Europeans with Americans.

Men's and boys' wear exhibits at Trade Centers

The Bureau of International Commerce has announced that plans are underway to hold men's and boys' apparel shows at the Trade Centers in Frankfurt, Germany, and London, England. Interest shown by European distributors in American-made men's apparel, as reported by the Industry-Organized Trade Mission, prompted Commerce officials to plan the early scheduling of the clothing exhibits.

Details will be published in *International Commerce* when definite dates are confirmed.

British shopper has lots to choose from—but not enough in middle-price categories

Ready-made clothing eclipsing made-to-measure items on local scene; casual wear likely to appeal to teen-agers

Mission Report

In Great Britain, the majority of tailored clothing is made-to-measure.

Distribution of perhaps as much as 65 to 70% of British clothing production is in the hands of a group of very large manufacturing retailers, each of which operates as many as 100 stores. Some operate several hundred stores.

A second category of distribution is controlled by quality manufacturers which provide made-to-measure and ready-made clothes not only to their own stores, but also to other retail customers. At least two of these organizations are also heavily engaged in export. . . .

The third major category consists of those manufacturers which ship to the hundreds of small, independent retailers throughout the United Kingdom.

The large chain operations . . . are being called upon to meet the increasing demand for ready-made clothing. The extensiveness of their operations and the control they have over the total market are probably without parallel anywhere else in the world.

U.S. exporters are, of course, at a disadvantage in the U.K. market relative to the Commonwealth Area and Britain's partners in the European Free Trade Area (EFTA), but on an equal footing with most other countries.

Selection

It was quite apparent to the mission that, in terms of low-priced ready-made clothing, the British consumer is offered a very good value. The same may be said of the higher-priced tailor-made clothing. However, in the middle-price ranges, the mission believes that the British customer does not have available to him anything like the quality, style, fit or value that the American customer has. . . .

The British retailer appears to depend mainly on window displays to attract his customers. Retail newspaper advertising as we use it is almost unknown in Great Britain. The London retailer, in common with retailers everywhere in Europe, is unaccustomed to devoting to advertising anything like as high a percentage of retail sales revenues as the American retailer does. Another good reason for the more restricted use of newspaper advertising is that, with the exception of two London evening newspapers which cover only the south of England, the major papers are national publications and retail apparel advertising in them is uneconomical.

There is no advertising over the state-controlled television, but a commercial channel, competing for viewers, does carry commercials.

There are a few signs of the advent of new and more aggressive advertising methods, notably by one of the largest manufacturer-retailers which has begun experimentation with 4-color run-of-the-press newspaper advertising.

The British Clothing Manufacturers' Federation conducts a national trade show which this year will be held at Earls Court, London, February 25 through March 1. This show attracts retailers from throughout the United Kingdom and is a major selling event. American manufacturers are invited to exhibit.

There is another trade exhibition held under the auspices of the Retailer's Federation and staged in the fall in Harrogate, Yorkshire, about 200 miles from London. No selling is done at this exhibition and it is already overcrowded by British exhibitors.

Distribution

In the the observation of the mission, the only truly significant pattern developing is the trend toward ready-made clothing and away from made-to-measure, especially with the younger generation.

While there appears to be no movement away from traditional clothing for boys and students, there is a feeling among retailers that a major opportunity to expand a casual-wear interest, especially among the teenage group, is at hand.

In adult casual wear, the cycle is away from the traditional blue-blazer sport coat and grey-flannel slacks combination toward less formal combinations of sweaters or knit shirts plus slacks or other casual wear. We were advised, however, that, this being a cyclical phenomenon, the popularity of the blazer-and-slacks combination probably will return.

In Britain, it is now recognized that shirt sizing will very likely have to be changed to provide the growing mass market with better fit than they are now able to obtain.

We were impressed with the quantity and quality of knit-wear in the finer shops. Since the patrons of these shops include an important segment of the nation's style-setters, it would appear that there is an opportunity of considerable dimensions to further expand the total leisure-wear market.

Leather-wear is obviously growing in popularity. There would seem to be a most auspicious opportunity in this field.

The British consumer is unquestionably becoming more aware of fashion.

Chain-retailing spreads in Italy, with rapidly rising ratio of ready-made wear

Manufacturers creating own outlets in absence of other retailers through whom to sell mass-produced articles

Mission Report

Italy is obviously on the threshold of a tremendous modernization of retailing facilities and practices. Under the impact of two or three of the giant manufacturing operations, the growth of chain-retailing is fast under way. One reason is that these manufacturers must create their own outlets, there being very few other retailers through which they could sell mass-produced goods. Except for the growing numbers of chain stores, the major outlets for ready-made clothing are the clothing departments of large, progressive department stores.

Giants

The great advances in manufacturing which have been taken by a few giants in the clothing field are foretelling the probable demise of the boutique or small-shop operation, except possibly in Rome. These traditional retailing methods will give way to modern stores carrying large stocks and complete inventories in all sizes, proportions, and selections. The ratio of ready-made clothing is fast rising.

In short, Italy . . . is ready to move swiftly toward a system comparable to the American retailing pattern. In addition, it is obvious that the major Italian clothing manufacturers are investing their capital and designing their facilities and marketing operations to move their production throughout the Common Market. . . .

In Italy, most advertising of male apparel appears to be done through magazines and outdoor boards or posters and catalogs. There is a small amount of national advertising in the newspapers. In addition, there is a growing use of television for apparel advertising, particularly in shirts. Much use is made of window displays, not only in the stores, but also in hotels, theatres, and cinema lobbies. A great deal of advertising is placed by the synthetic yarn producers and the mills. This includes fashion advertising.

The male-apparel industry constitutes one of the main factors in the present and future development of the Italian textile industry. In turn, the apparel industry depends on the social and economic progress of the country, which is now fast-growing and converting general Italian conditions to those typical of an advanced industrialized nation. It is generally acknowledged that the apparel industry is one for which the industrial capability and creative aptitude of the Italians are well suited.

The industry employs largely female personnel. At the present time, manufactured clothing represents less than 40% of the Italian consumption of clothing items. However, owing to the preference of the younger generation for ready-to-wear apparel, it can be expected that this ratio will, before long, rise to 80-90% of the total production which, in turn, is growing substantially following the general increase in consumer income levels.

Expansion

There can be no doubt that the Italian clothing industry . . . is getting ready to meet not only the increasing domestic demands, but also to pump more of its effort and product into export. Long-established firms are building new plants and introducing high-efficiency equipment. During 1961, Italian production of ready-made clothing increased by 20-25% and, in some lines, by 30%; approximately 2,500,000 ready-made suits were produced in the country. Of this quantity, about 10% was exported . . . primarily to other countries within the EEC. Also during 1961, according to the best available information, the Italian male-apparel industry produced 1,400,000 overcoats, 2,800,000 raincoats, 13,000,000 shirts and 10,400,000 neckties.

A single manufacturers' association represents all segments of the men's and women's apparel industries, except for hats, hosiery and knitwear, in dealings with the union. Combined, these firms number approximately 2,000 and employ about 140,000 workers. The fees members pay to the association are propor-

Mission Sparkplug—

American Institute of Men's and Boys' Wear

Founded: 1955

Aims: To stimulate a large-scale consumer-education program appropriate for this $8.2 billion industry; to provide male-wear retailers, manufacturers and suppliers with information on market opportunities; to assist in advertising campaigns.

Policy on foreign trade: AIMBW regards "Trade or Fade" as a literal expression of current necessity.

tionate to the number of employees.

North is hub

There are 740 manufacturers of men's wear in Italy. Most of the production is centered in the northern part of the country where the average take-home pay of the worker is highest. Fringe benefits equal base pay. The work week is 46 hours. Wages in the south of Italy are about 20% less.

As an industry, the manufacture of ready-made apparel goes back only to about 1950. The head of the manufacturers' association foresees an annual growth of up to 20% in ready-made apparel.

Specialized

Rome is a highly specialized market and there are good tourism and other economic reasons for the boutique commanding high prices for finely tailored apparel to persist alongside the growing number of mass distribution outlets.

It is the mission's own conviction that the north of Italy will very probably be the most important center of new production technology and distribution for the entire Common Market. Fashion inspiration still comes strongly from the Italian Riviera. . . .

At the present time, the Italian clothing silhouette strongly resembles the American "Continental" styling. There are slight variations, but the trends are converging. So far as casual wear is concerned, it must be remembered that the average Italian still lives in the city and not in the suburbs . . . and the trend to casual wear is much less marked than in Britain.

French clothiers, looking to American processes, to send trade mission here

Manufacturers' group slated to arrive in May; U.S. firms invited to participate in Paris international trade show

Mission Report

Except for a few of the very large and successful department stores, the distribution pattern in Paris is much like that in Rome: a large number of small, specialized shops.

In addition to one very large made-to-measure operation that is just going into the ready-made business, some Paris stores have started selling ready-made sports coats and slacks and are testing the acceptance of ready-made clothing. . . .

The distribution pattern in Paris and the rest of France is by no means as easily defined as it is in Great Britain or Italy. While there are a number of fine department stores, perhaps proportionately more than in Italy, there is no evidence of a comparable development in modern chain-store operations.

Self-service

A fine men's and ladies' specialty store has, together with a Belgian firm, opened 2 self-service junior department stores and plans to have 5 specialty stores in operation soon. They have bought downtown property in which to locate an 8-story parking garage.

About 6,500,000 suits are currently made in France each year. Most apparel sales to retailers—about 80%—are made in the spring and the fall at the time the "collections" are held.

A shirt manufacturers' association founded in 1955 services stores throughout France except for Paris. The association purchases on behalf of members and also issues a catalog. It helps members with advertising, store layout, and financing, and informs members on industry trends. Dress-shirt production in France in 1960 was 15,023,545 units. Work-shirt production was 6,972,800 units.

Independents

Another retailers' association representing small independent stores in the country advises members on latest management techniques, finds good items for them to handle, and, most importantly, acts as a financing agent.

By contrast—and by further illustration of the generally complex manufacturing and distributing patterns in France—one large clothing manufacturer sells his brand of merchandise through 600 stores throughout the country. However, 80% of his total production is sold in Paris. This company has 4 manufacturing plants employing 2,200 personnel. Of these, 1,200 are in production and 1,000 in sales. The company makes women's wear as well, but 80% of the total production is in the field of men's and boys' wear. Two-thirds of this production is in ready-made clothing and one-third in made-to-measure. The company spends 2-3% on advertising.

In France, there are a number of small, independent companies which make and retail men's and boys' wear, selling from a single shop. These are mainly family concerns, founded generally at the end of the last, or at the beginning of this, century. They are patronized by a steady clientele of faithful customers, some of them coming from long distances, often from the provinces, who ask for a particular salesman, and who have complete confidence in the company.

Such firms usually buy direct from the manufacturer, without going through a central sales organization, all clothing items which they themselves do not make or cannot make at a competitive price. They make high-quality clothes in their own workshops which rival in quality tailor-made clothes. These organizations produce the largest part of their ready-made lines: jackets, trousers, suits, overcoats, and evening wear. They also make "industrial measure" or "personal measure" clothing items, with one fitting during production. In addition, they feature "creation measure," with 3 fittings, which is handled by skilled tailor-cutters and tailor-workers, making the suits either in the workroom or at home. Advertising budgets range from 2 to 5%, most of it spent on two seasonal catalogs or business cards in national newspapers.

Advertising, promotion

The pattern of advertising and promotion is not as clearly defined as it is in Great Britain or Italy. While the major stores do advertise in newspapers, the emphasis seems to be on store-window displays, point-of-sale-promotion, and exhibitions. The retailer views the responsibility of advertising as being that of the manufacturer. . . .

It is also our observation that both

the French manufacturing and retailing technology and economy are somewhat less advanced than those of the other countries we visited.

With respect to the promotion of American-made goods, the comments of executives of two of the leading Paris stores are of particular interest. One pointed out that his store had had two exhibitions of U.S. goods, one 6 years ago and the other 8 years ago. Neither exhibition was, as he put it, "completely successful." While he praised our styles and fabrics, he pointed out that Italian fashions were prevailing at the time. He said that the prices of the merchandise were too high because of the prevailing tariffs. The fabrics were too light, although the workmanship in the clothing items was "perfect." Shirt fabrics, he said, were too light and transparent. However, in sports wear, they had much success, particularly because of the original American styling. The other store executive made the following observations:

"The French like durability in suits. They have them cleaned only 1 to 3 times a year. Americans would have to use heavier fabrics to make much penetration of the French market." (This is an old refrain. The mission believes that the consumer public throughout Western Europe and in the United Kingdom is ready for the acceptance of lighter-weight fabrics.)

"American manufacturers would have to adjust their styles to European tastes. While our styles should be original, they should be not too far from French taste." (Here, again, our judgment differs. As in the case of fabric weights, we think the European market, particularly among younger men and youth, show every indication of being ready for American styling.)

Alerted

Retailers and manufacturers alike recognize that the industry is much farther advanced in some of the other Common Market countries. They are alert to the dynamics of the situation and this alertness manifests itself in at least the following ways:

1. They are extremely interested in American processes. They expect to send a trade mission . . . to the U.S. in May, 1963. . . .

2. French manufacturers, as is the case also with Italian and Belgian manufacturers, are very interested in developing joint ventures with American manufacturers.

3. The French industry is now staging an international trade show in Paris, in which American firms are invited to participate.

4. The French industry generally recognizes that for its own salvation it must take the giant step forward in modernization of plants, equipment and processes, plus the establishment of modern retail operations handling ready-made clothes on a volume basis for the mass market.

Within the framework of existing distribution patterns, however, the French are sophisticated merchants. They know how to display and how to merchandise. They sell successfully despite the fact that prices for all apparel are comparatively very high when measured against prices for similar merchandise in the U.S., Great Britain or Italy.

Still another opportunity in the French market may be in the field of boys' wear. French children are well dressed. French parents appear to spend willingly, however carefully, on apparel for children.

Belgium, gateway to EEC, is found hospitable to U.S. businessmen seeking trade

Obtaining reasonable U.S. share of foreign markets held to be joint Government-business-labor responsibility

Mission Report

Many U. S. and other foreign concerns have established offices in Brussels in recent years with an eye to keeping abreast of developments at EEC headquarters. While Belgium's population is only 9 million, its importance is great. America has traditionally found Belgians among the easiest of all European people with whom to do business and Belgium is an important gateway to the Common Market.

The Belgian male-apparel industry exports about 15% of its production, mainly to Holland and France. It imports about 15% of the male apparel items sold in the country . . . chiefly from Holland, France and Germany. Approximately 40 sizes of ready-made clothing are produced as against 166 in the U.S.

Common Market notes

It now becomes much more feasible for manufacturers to produce in a single plant, or in several plants in one country . . ., and to distribute throughout the entire EEC in much the same fashion as a U.S. manufacturer would distribute throughout the entire United States.

EEC officials are willing to hazard an informal, "don't quote me" guess that—all other things being equal—the common external tariff vis-a-vis apparel items should be reduced rather than increased over the years ahead. If this tariff, which averages about 20%, were reduced substantially, U.S. manufacturers could easily become a tremendously competitive factor in the European market. . . .

Officials of the textile division of the EEC had practically no information whatsoever about the American male-apparel industry.

Dream world

American business, including our own industry, has been living in a dream world, with respect to industrial competition abroad, for perhaps the past 20 years. While this regrettable circumstance can and must be rectified, to paraphrase statements we heard from highly-placed American officials in Brussels, business cannot alone carry the burden of spearheading America's drive for foreign markets. This must be a joint responsibility of government, business and labor, and with business and labor making such short-range sacrifices as may be necessary in order to insure the winning of long-range objectives. The U.S. economy has reached a point where we either develop our foreign trade or go into a tailspin. To develop our foreign trade adequately in the EEC will require courage, sacrifice, talent and skill, for our competition there consists of a much greater pool of technical and scientific talent than we have in the United States, combined with a pioneering drive to learn and to progress.

Private consumption leads Netherlands economic pickup; imports from U.S. up 11.1%

American firms invest in variety of new enterprises; development of Groningen gas fields taking shape; bad weather improves market for imported cattle fodder

A slight upturn in the previously modest rate of the Netherlands economic expansion developed during third quarter 1962, despite continued tightness of the labor market and a slower growth of exports and investment.

Private consumption led the advance, aided by increased wages and lower personal income taxes. Total production appeared moving towards a 3.5% annual increase. The Netherlands Government continued to emphasize the counter-inflationary features of its economic policy.

Foreign trade was up 4.5%, with the U.S. slightly increasing its share of the Dutch import market.

Total Dutch imports in the first 9 months rose to 14.5 billion guilders ($4 billion), 4.6% above the corresponding period of 1961, while exports moved ahead 4.2% to 12.1 billion guilders ($3.3 billion). Dutch imports from the U.S. rose 11.1% to 1,698 million guilders ($469 million), while exports to the U.S. rose only 3.7% to 541 million guilders ($149 million).

U.S. food sales

Sales of U.S. agricultural products in the Dutch market for the 7 months prior to initiation of the Common Agricultural Policy (CAP) on July 30 were 28.4% above 1961, and represented 43.3% of total Dutch imports of American goods. In the 3 months following the implementation of the CAP, U.S. wheat and wheat flour sales fell sharply, but other grains were not affected. Indeed, sizeable increases were reported for rye, barley, oats, and other feed grains.

There were large increases in sales of American telecommunications equipment during the first 8 months of 1962. There were also significant increases in organic chemicals, electrical and non-electrical machinery, heavy construction equipment; and aircraft and parts. Coal was the only major product to register a decline, falling about 10%.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

Eight-month figures showed above-average increases in trade between the Netherlands and its Common Market partners. The largest increase registered was with Italy, as Dutch exports to that country ran 25% above the 1961 period and imports were up 18%.

On the other hand, trade with European Free Trade countries (United Kingdom, Norway, Sweden, Denmark, Switzerland, Austria, and Portugal) did not increase as sharply. The value of trade with Asia and Africa remained roughly at 1961 levels.

Other foreign trade developments included the signing of a Japanese-Benelux (Belgium - Netherlands - Luxembourg) agreement which increased Dutch quotas for Japanese goods by an average of 10%.

Unofficial Dutch trade missions visited Rumania and Czechoslovakia.

U.S. investment continued at about the same pace as in 1961. It consisted largely of subsidiaries rather than joint ventures. The largest single investment by an American firm was announced by du Pont, which plans its third plant in the Netherlands. The new facility will manufacture "Lycra" fiber and employ 250 workers.

Sizeable investments were made by Schmutz Manufacturing Company of Louisville for the production of printing machinery, and by Amercoat Corporation of California (in conjunction with N.V. Chamotte Unie) for the manufacture of corrosion-resistant compounds and provision of servicing requirements for their use.

Small U.S. investments

Smaller American investments included licensing and sales agreements between Scully Jones and Hispano-Suiza, the opening of a permanent office by M. W. Kellogg Construction Company, and the establishment of warehousing and packing facilities by the Boraz Holding Company of California. Technical Tape Corporation of New Rochelle, N.Y. announced plans to produce polyethylene film and tape for export to the U.S.

Prospective American investment in medium-size subsidiaries is reported for the manufacture of laboratory equipment for nuclear research, automotive parts, control valves, filtration machinery, and certain specialty paper products. Other investments being considered include the manufacture of special steels, shoes, vacuum process devices, and fabrics utilizing "Lycra" fibers from the du Pont facility.

Off-shore drilling for Dutch oil continued to engage the attention of American petroleum companies. Caltex announced it would soon begin land and sea exploration in Zeeland and Brabant Provinces.

The Pittsburgh Plate Glass Company and the Netherlands States Mines have established the Columbia Nitrogen Company for the manufacture of nitrogen fertilizers from natural gas in Atlanta, Georgia. The plant will have an annual capacity of 100,000 tons of nitrogen. The American parent holds a 51% interest in the new venture.

In the non-industrial field, the Bank of America opened an Amsterdam branch offering a full range of banking services. This is the second American bank to establish operations in the Netherlands.

Industrial production rose 5% over 1961 levels during July and August, reflecting the high rate of investment in

fixed assets during the past 2 years. The most impressive gains were made in the metal-working, construction, and food industries.

Consumer goods manufacturers generally felt their order position was as favorable as during 1961, while investment goods producers reported a mild decline in their order backlog.

The metal industry's outlook was expected to continue bright well into 1963, but the textile industry is facing a decrease in both domestic and foreign orders. The cement industry continued to boom due to a high level of domestic orders, and plans for a new cement plant near Rotterdam were announced.

Plans for development of the Groningen gas fields were beginning to take shape, as the exploitation company began buying equipment to bring the present 9 wells into production. The composition of the gas will probably require considerable investment in refining equipment. The Government plans to complete the gas distribution network within 5 to 8 years, with sales in the northern part of the country beginning earlier.

The Federal Republic of Germany and Great Britain continue to demonstrate their interest in importing Dutch gas, while the Netherlands Government stated it would permit neither excessive exports nor the destruction of the industrial market for coal.

Two enterprises have already announced plans to build industries utilizing the Groningen gas. One will produce ammonia for nitrogenous fertilizers, and the other will generate electricity for manufacturing aluminum.

Important merger

Probably the most important industrial merger of the year resulted when the Royal Netherlands Salt-Ketjen, Holland's largest chemical firm, announced it would buy out Sikkens Group, a leading Dutch paint manufacturer with several large domestic and foreign factories, in a move to strengthen its European competitive position.

Rotterdam municipal authorities are still pushing for the establishment of a steel mill in their region, despite a lack of interest by the Netherlands' only major iron and steel producer, Hoogovens. The Rotterdam proposal resulted from an independent French-American survey, recommending a mill costing $409 million (1,500 million guilders) which would produce 1.5 million tons of crude steel annually.

The money market was highly liquid throughout most of the quarter, with the call money rate declining from 2% in late June to a relatively low 1% in August. Bank note circulation reached an all-time high at the end of July due to extraordinarily large workers' vacation spending, but liquidity was unaffected thanks to the Treasury's quarterly payments to the municipalities.

The Netherlands Bank lowered the cash reserve ratio from 8 to 7% during August to maintain liquidity. The rate was lowered further to 6% on September 22 in anticipation of heavy cash withdrawals for tax payments.

The Dutch balance of payments position at the end of June 1962 was greatly improved compared to mid-1961, as the payments deficit declined from 657 to 93 million guilders ($181 to $26 million). A second quarter surplus of 43 million guilders ($12 million) was attributed to a more favorable balance on capital transactions, partly due to almost negligible purchases of foreign bonds.

The gold and foreign exchange position of the Netherlands remained virtually unchanged.

The 1963 budget presented to Parliament last September seeks to hold the increase in public spending below the growth of national income and the reduction of the direct taxation burden. Expenditures of 11.6 billion guilders ($3.2 billion) and revenues of 10.7 billion guilders ($3 billion) are envisaged, representing a 4% increase and a 1.4% decrease, respectively, from the 1962 budget.

No tax cuts

No new tax cuts are planned, but the lower personal income tax rates initiated in mid-1962 and the January 1963 reduction in corporate tax rates will affect revenues for the new fiscal year.

The labor situation was characterized by peaceful labor-management relations, continued shortage of labor, and efforts to recruit foreign workers. Increasing concern was voiced over the need to restrain wage increases to prevent a weakening of the Netherlands' international competitive position.

In the civil aviation field, the Dutch Government has been authorized to help ease KLM's financial distress through direct loans and guarantees of commercial loans. Half of a $70 million credit obtained from American banks has been redeemed through commercial bond issues, and plans are under way to redeem the remainder.

The Continental USA Gulf Westbound Freight Conference collapsed in August, with the withdrawal of the Holland America Line from the conference. Railway activity continued to reflect the continuing high levels of economic activity, but the Netherlands Railways had to increase freight rates by about 40% on September 1, while leaving passenger rates unchanged.

A slightly higher demand for imported oilseed cakes and cattle fodder concentrates was expected after weather conditions retarded the growth and harvesting of hay and silage for winter-feeding of cattle. On the other hand, grain yields appeared well above average, with summer barely yielding especially good results. Other successful crops were flax, peas, rapeseed and caraway seed.

An over-supply of beef on the Netherlands market is expected to result from large numbers of calves on feed. Meat imports, particularly beef, for processing and re-export have already been restricted, and the Government has announced a subsidy for frozen storage of meat. A foot-and-mouth disease outbreak among hogs has been brought under control.

U.S. builds Laos road

On December 6 the Government of Laos announced that the U.S. would undertake construction of the Nam Ca Dinh Road, linking Paksane and Thakhek as the final portion of a 60-mile road from the capital of Vientiane to the Lao-Cambodian border. It is hoped that construction work on the multimillion dollar project, which had been agreed upon some years ago, will begin early in 1963.

Danish import decline offset by export fall

The value of Danish imports declined from $190.9 million in October to $177.1 million in November, but exports dropped even more, from $159.2 million to $138.6 million.

Thus the import surplus increased from $31.7 million to $38.5 million. Last November the import surplus was $45.8 million, according to the U.S. Embassy in Copenhagen.

The import decline was due primarily to reduced demand for fodder and oil seeds following a large domestic harvest, and to the decline of ship deliveries to more normal levels. Imposition of the average 9% wholesale turnover tax on August 1 was undoubtedly beginning to make itself felt, perhaps more in limiting the expansion of demand than in actually reducing it.

Port of Guayaquil opens Ecuador to world's commerce

Investment study also undertaken to develop 11-year transport plan; World Bank aids both projects

The new port of Guayaquil, Ecuador, was officially opened January 31 by the President of Ecuador, Senor Carlos Arosemena. The new port will make Guayaquil, Ecuador's largest city and commercial center, accessible to large ships for the first time.

The new port lies at the head of the Estero Salado, a channel which runs 60 miles inland from the sea and provides one of the best natural harbors on the west coast of the Americas. Five ocean-going ships can be accommodated along the 3,000-foot wharf, built with the help of a $13 million World Bank loan. The wharf's piles and concrete decking were fabricated on the site by the main contractors, Compania Raymond, S.A., a subsidiary of Raymond International Inc. of New York.

The port and its installations were planned and supervised by Palmer and Baker Engineering Incorporated, Mobile, Alabama, and are of modern design, including transit sheds which reduce cargo handling to a minimum, and mechanized cargo handling equipment purchased from U.S. and British firms.

Ships drawing more than 23 feet were unable to use the river port and had to be loaded and unloaded by means of expensive lighterage operations 60 miles downstream. The old port and the new are connected by a barge canal.

The old river port of Guayaquil, now the world's busiest banana port, will continue to handle a large part of the country's banana exports.

Transport study

Following a recent $340,000 contract between Ecuador and the World Bank, the consulting firm of Parsons, Brinckerhoff, Quade & Douglas of New York City, which recently completed a similar study in Colombia, has been retained by the Government to carry out a comprehensive study of transportation in Ecuador.

The consultants will recommend an 11-year program of investment in trunk and feeder roads, ports, inland waterways, coastal shipping and air transportation and they will prepare a preliminary feasibility report on the Government's proposal to construct additional pipeline facilities from the coast to the Sierra. They will also review the operations and financial status of the railways, and appraise the existing studies on the proposal for a bridge over the Guayas River near Guayaquil.

Paper, board exports rise; outlook for '63 is bright

The U.S. now exports pulp, paper, paperboard and their converted products into almost every country in the Free World and trade is expanding despite stiff competition according to the Commerce Department's Business and Defense Services Administration.

1962 exports are estimated at $460 million, compared with $453 million in 1961, and a gain of about 5% is expected in 1963, with most of the increase coming from the expanding markets of Western Europe.

The 1962 showing was achieved despite the weakening world pulp market, a slackening of Common Market activity, and reduction of internal tariffs in both the Common Market and Free Trade areas that adversely affected American shippers.

Canada continued to be the best U.S. market, and U.S. imports consist primarily of Canadian newsprint.

New trading firm to boost Taiwan-Malaya trade ties

A Sino-Malayan Trading Company was inaugurated in January to promote trade between the Republic of China and Singapore and Malaya. The company is headquartered in Kuala Lumpur.

Taiwan sold $7 million worth of sugar, fresh and preserved fruits, paper, cement, cotton textiles, and bagasse boards to Singapore and Malaya in 1961, while imports from that area amounted to $2.7 million, principally purchases of rubber, tin, iron ore and coconut oil.

PAKISTAN BUSINESS SEMINAR

The Second Annual Businessmen's Seminar will be held at the Patiala Grounds, Lahore, Pakistan, during the first week in March. U.S. businessmen interested in attending may contact the Secretary General of the Businessmen's Seminar, 7 Jodha Mal Road, Patiala Grounds, Lahore, Pakistan.

BDSA reports

'62 trade record and '63 outlook in 7 industries

Transformers had best relative gain; biggest '63 advance expected in copper mill goods

The Commerce Department's Business and Defense Services Administration has announced the 1962 export-import records of 7 industries and commodities, and has released projections of their expected 1963 performances.

Power, distribution and specialty transformer shipments made the largest relative increase, with the value of exports going up 24% and imports dropping 36%; exports are expected to advance another 5% in 1963, while imports drop a further 5%.

The value of copper mill (brass mill) exports soared 30.1%, while imports rose only 4.6%; the same increases are expected again in 1963.

No change in zinc

Slab zinc exports went up 3.9% and imports increased 1.8%; no increases or decreases are expected in 1963.

Ferrous casting imports went up 1.5% while exports only advanced .8%; no change in the value of these shipments is expected for 1963, either.

The value of hardboard imports jumped 36%, while exports rose 12%; import value is expected to go up another 10% in 1963, while exports increase only 5%.

Metal can import value rose 35%, while exports fell 2% off the 1961 pace; this year is expected to see a 15% decline in imports and another 2% drop in exports.

The import value of magnesium industry shipments jumped 60%, and exports fell 22%; both imports and exports are expected to increase 10% in 1963.

The value of U.S. exports far exceed imports in the metal can, transformer, ferrous casting and magnesium industries, while imports of zinc, hardboard and copper mill products far exceed exports.

France buying more U.S. goods; investment outlook uncertain; economy is generally healthy

Layoffs by U.S. subsidiaries hit; Trade Expansion Act studied; domestic industry can't satisfy demand for machine tools; market for U.S. graded anthracite may be developing

While France's vigorous economy assures an excellent market for U.S. exporters, American investors may find it less opportune to invest in France now.

Although French industrial production dropped seasonally during the third quarter, it remained 8% above 1961 levels and U.S. sales to France jumped 14% above 1961. The outlook for continued prosperity is promising. Farm crops were also better than expected earlier in the year, with an all-time record wheat crop.

Official estimates have the economy growing slightly faster than the 5.5% annual average rate anticipated by the Fourth Plan for Economic and Social Development. The latest survey of the French Employers' Association concludes that economic expansion is now to a greater extent maintained by consumption than by investment. Although investors spoke of a developing profit squeeze and the inability of private companies to finance investment from profits as well as in the past, the investment outlook continued to be generally favorable. While investment funds may become harder to come by, growth prospects for 1963 appear good.

While the investment climate remains generally favorable, there are signs that the authorities' attitude toward U.S. investment in France is becoming less liberal.

U.S. layoffs criticized

In a September press interview, the Minister of Industry criticized layoffs by the French subsidiaries of 2 American companies. He stated that in the future his ministry would more carefully examine foreign investment programs in France, notably American, to insure compliance with the objectives of the economic plan as well as with desirable social objectives.

Although the Finance Minister subsequently stated that foreign investment brings vitality to the French economy and that should France be too strict in its requirements U.S. firms might locate elsewhere in the Common Market, the French attitude towards U.S. investment continued to deteriorate.

In a recent move France decided to propose that all Common Market partners take joint action to regulate foreign investment as a whole. The proposal was to be discussed during a Ministers Meeting scheduled for last week. The meeting, however, was boycotted by her Common Market partners after France vetoed the continuation of negotiations for British entry into the Market.

The signing of the Trade Expansion Act of 1962 by President Kennedy received good coverage in the French press, but French Government officials are still cautious in their comments on the Act. However, they feel that if both sides' duties are to be reduced to zero on a large segment of commodities, there must be some harmonization of policies, or perhaps a minimum of institutional arrangements, in order to cope with difficulties which may arise.

France imported $174 million worth of goods from the U.S. during the quarter, compared to $152 million in the corresponding period of 1961; an increase of 14%. French exports to the U.S., however, declined from $116 million for third quarter 1961 to $106 million this year; an 11% decrease. Only 59% of France's imports from the U.S. were covered by exports, compared with 76% in the third quarter of 1961.

French imports of U.S. cotton were extremely low during the quarter—only about 7,800 metric tons compared with 15,800 tons in the preceding quarter and 22,700 tons in the corresponding quarter of 1961. On the other hand, France imported $62 million worth—36% of total imports of machinery, equipment, and mechanical appliances from the U.S. during the quarter, compared to $48 million—32% of total imports from the U.S.—during the third quarter of 1961.

Expansion leaders

While total industrial output through the third quarter was running about 8% ahead of 1961 levels, not all sectors were performing equally well. The quarterly movement in most industries was expansive, with the lead being held by automobiles, chemicals, and petroleum.

There were some soft spots of long duration and others of more recent origin, however. Thus, iron and steel, coal, and textiles continued to lag behind the general advance, and products like industrial equipment and refrigerators were running into increasingly serious difficulties because of strong competition from other EEC producers.

Demand for steel remained somewhat sluggish. Domestic sales, adjusted to the reduced level of processing industry activity, reflected the summer vacation pause. Moreover, predictions that the usual fall industrial resurgence would be mild this year, and the ready availability of steel led steel consumers to keep inventories at a minimum.

At the same time, shipments to third countries remained below 1961 levels as the world market for steel slackened. Sales to other Coal and Steel Community (ECSC) countries were active, however. Total export shipments exceeded 1 million tons, and steel production of 4.1 million tons during the quarter was practically the same as during the corresponding period of 1961.

However, steel production picked up at the end of September and the industry may finally be coming out of the mild recession of the past year. Total

EEC Antitrust Manual

The Information Service of the European Economic Community has published a "Manual for Firms" on the antitrust regulations of the Rome Treaty. The publication, designed to assist firms in complying with the rules governing anti-trust matters in the EEC, was previously available in French only under the title of "Guide Pratique."

At present a few copies of the "Manual" are available on a loan basis from the European Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. However, as soon as greater supplies become available, the EEC Information Office, 235 Southern Building, Washington 5, D.C., will have copies for sale at $.80 each.

yearly production will be about the same as 1961's 17.6 million metric tons.

The steel industry floated a $93 million loan through the industry's investment bank, in order to begin the implementation of planned investment objectives. French steel producers intend to bring the capacity of their industry up to 25 million tons by 1965 in order to keep in pace with the expansion forecast for the consuming industries and to increase their foreign sales.

Auto outlook

Despite the likelihood of greatly increased competition in the automotive field throughout western Europe in 1963, the outlook for the immediate future remains optimistic. The industry bounced back from its 1961 recession to become a production leader in 1962. Domestic sales were 20% over 1961 figures through the third quarter. Exports were up 8% and production went up 17% to meet increasing demand. The French models introduced last year are still popular and both the home and export markets will probably hold firm. In short the French automobile industry had a boom year in 1962.

Third quarter imports dropped slightly and stabilized at around 11% of new car registrations. France still exports 4 times as many cars as it imports. Total 1962 production was expected to hit 1,450,000 units, up significantly from 1,204,000 in 1961.

Although French vehicle production was up markedly for the first 8 months of 1962, the rubber industry increased its production by only 2.4%, showing a weakening in the replacement tire market. Nevertheless, French tire production, which has roughly doubled in the last 10 years, is said to be the highest in western Europe and the outlook remains good. The market for rubber goods other than tires is reported to be fairly active.

The French petroleum and gas industries continued to show increasing activity. Crude oil from the franc zone accounted for over 60% of French refinery input, compared to an annual rate of 50% for 1961 and about 35% for 1960. The increasing crude oil supplies from franc area sources are making it possible to satisfy increased consumption demand without increasing imports from the Middle East or the Western Hemisphere. Consumption of finished petroleum products has increased steadily, reaching an annual rate of 26.4 million metric tons during the third quarter. Consumption of additives, of which the U.S. is the largest foreign supplier (68.7% of total 1961 imports), are continuing to increase, although French production is also increasing.

French coal production has continued to decline in accordance with the Government's program for its progressive reduction. Third quarter output was at an annual rate of 49.3 million tons, compared with outputs of 55.3 million tons in 1961 and 58.2 million tons in 1960.

There are signs that a French market for U.S. graded anthracite is developing. An agreement has been concluded for the importation of substantial quantities of anthracite into France in 1963.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

The chemical industry is experiencing a continued and very vigorous growth rate, but considerable ferment and strain exists within the industry. Production capacity for certain organic products exceeds current domestic needs and the demands of the export market, and the over-capacity has led to considerable price cutting. However, French production facilities are frequently capable of alternative uses, and will probably be profitable in the not too distant future.

The industry as a whole is very healthy indeed. A mid-October report to the Commission of the Fourth Plan notes that price difficulties have not yet slowed investment in the French chemical industry, although a continued recession could do so. The Plan Commission is naturally concerned with maintaining, or even increasing, the level of expenditures for chemical research and development.

The French chemical industry is rapidly changing from one characterized by many relatively small corporate units into an industry dominated by large firms with technical and financial resources sufficient to compete effectively on the world market.

The cotton textile industry remained sluggish during the third quarter. Yarn prices dropped and spinners were covering their cotton requirements cautiously. Cotton yarn production during the first 8 months of 1962 was 10% below 1961 levels. Cotton fabric production during the same period was off 3%. The cotton textiles decline was primarily caused by reduced external demand. Yarn exports during the first 8 months of 1962 were down 22% and fabric exports were down 9%. The reduced demand for cotton fabrics reflects increased competition from low wage countries in France's traditional markets, which are now independent countries and less restrictive in their import policies than formerly.

Other textiles better

Activity in other sectors of the textile industry was more favorable. Production of rayon staple fiber and filament yarn continued a gradual upward trend, due to expanded production facilities and strengthening export demand.

Sales of most electrical household appliances are running well ahead of last year's levels, with deliveries of mixers, blenders, and other small appliances up 44%, electric room heaters up 30%, electric razors 28%, water heaters 12%, and irons and washing machines 10%. Washing machine output was estimated at 600,000 units for the year, compared with 545,000 in 1961. Common Market competition in washing machines has not made a major penetration in France to date, with imports for the first 6 months of 1962 amounting to only about 6% of sales.

The weak spot in the appliance field is the refrigerator industry, where irregular sales, due to a cool and late spring and mounting imports of Italian and German refrigerators, have caused severe difficulties for French manufacturers. Inventories piled up and several plants cut or suspended production.

The Minister of Finance has asked French refrigerator manufacturers to prepare a basic reorganization plan for their industry, and the French Government has appealed to the Commission of

the Common Market for protection under Article 226 of the Treaty of Rome, which permits special protective measures in the case of persisting difficulties in a particular sector of economic activity during the transition period.

While the refrigerator industry is the first in the appliance sector to be severely affected by Common Market competition, French industry spokesmen believe that difficulties in the household appliance field are just beginning. They cite Italian plans to double 1960 production of appliances by 1963.

Production declines of most agricultural products except wheat, resulting from the summer's drought, have brought farm incomes down and purchases of agricultural machinery have declined recently. Principal French manufacturers have been forced to reduce their workweek.

Although sales of used tractors are holding their own or slightly above last year's levels, and are now outselling new equipment, sales of new tractors and other equipment are markedly below 1961. French Government assistance to affected farmers will probably not compensate fully for crop losses and the agricultural market is likely to remain weak until the spring.

French production of metal-working machine tools is continuing at about 10% above 1961 levels. Sales for the first half of 1962 were $108 million, up 13% from the first half of 1961. With demand still exceeding domestic supply and the skilled labor shortage preventing French manufacturers from further increasing production, imports are rising rapidly and now amount to between 35-40% of total French consumption.

French exports are also rising, but at a lower rate. However, order books of French manufacturers fell below the high 1961 levels during September and October, with orders from Germany, France's chief foreign market, down about 30%. Rising production costs and high levels of indebtedness among French machine tools users, have caused some quarters to predict a further drop during 1963.

Prompt delivery helps

Although European delivery periods for machine tools have shortened somewhat over the past several months, they still constitute a factor favoring U.S. manufacturers able to deliver promptly. French delivery periods are reportedly between 7 and 8 months for standard machines but up to 2 years for items such as special lathes.

Production and sales of electrical equipment increased in most categories over 1961, although the progression was less regular, with softness appearing in the market for such heavy equipment as turbines and turboalternators. Order books at mid-year were 9% higher than a year earlier, but the flow of new orders tapered off after July and eventually showed a decline.

Industry sources attribute these developments to a slackening of foreign orders and the failure of the public sector to implement its investment programs. It appears that production may level off during 1963 or even fall below 1962 levels.

Labor scarce

The labor shortage continued during 1962, although 58,970 foreign workers were brought into the country during the first half of the year. The building trades, metal working industry, and domestic services experienced singular labor scarcity, and absorbed over 60% of the influx.

Throughout the country there were scattered layoffs caused by readjustments caused by increasing competition from other Common Market countries. Although these layoffs received much public attention, in most cases the discharged employees were soon re-employed.

Algerian repatriation was first felt in the labor market during August and September. A 50% rise in the number of job seekers was attributed to the inflow of repatriates.

Finances steady

The French financial situation remained stable during the quarter. Despite a $356 million foreign debt prepayment in July, France's official reserves of gold and convertible currencies rose to a record $3,530 million at the end of September.

Price increases continued, however. Retail prices, which had risen fairly steadily through the first 7 months of the year, declined slightly in August, but resumed their rise in September, and fears were expressed that the competitive advantage gained by the 1958 devaluation was at the point of being consumed by inflation. However, comparisons of French price levels with those of other European nations show that France still has a competitive advantage of 5 to 6%. The money supply, which had increased markedly in the second quarter, appeared to expand further.

Rising prices for basic foodstuffs, boosted the cost of living 5% during the 12 month period ending in September 1962. The rise in wholesale prices, on the other hand, was only in the neighborhood of 1.5%. Agricultural commodity prices will probably continue to rise as a result of the EEC's Common Agricultural Policy.

The outlook is for a continuing moderate increase in retail prices and perhaps a more pronounced rise in wholesale prices than in the past.

The Government policy of encouraging higher wages for the lowest income groups is likely to affect the movement of prices in the near future. Increases in the legal minimum wages are now based not only upon price indexes, but also upon advances in the national income. While the Government has not yet announced the precise formula for calculating such wages, it raised the minimum wage 4.5% on November 1.

Steel mill exports upped in November

But remain well below imports; Pakistan buys most; Indian sales up

Exports of steel mill products rose 33% in November while imports increased only 8.6% according to the Commerce Department's Business and Defense Services Administration.

November exports of 189,000 net tons were 47,000 tons above October, and the third highest monthly export figure for 1962. The total for the first 11 months was 1.8 million tons, approximately 73,000 tons higher than the same period in 1961. Principal items accounting for the November rise were plates, pipe and tubing, sheet and strip, and tin mill products.

November imports of 353,000 net tons were 28,000 tons higher than the October figure but 5,000 tons lower than a year ago. Purchases from abroad in the first 11 months of 1962 totaled approximately 3.8 million tons, 625,000 tons higher than the total for the entire year 1961.

Pakistan remains the leading purchaser of American steel products abroad, taking 20% of total exports in the first 10 months of 1962. Canada's purchases from the U.S. during the first 10 months of 1962 were down 21% from the same period in 1961. Sales to India continue to rise, up 67,000 tons (65%) from 1961. AID financed purchases continue to assist sales abroad, especially to Pakistan and India.

5 appointments announced by Secretary Hodges

Dr. Richard H. Holton becomes Assistant Secretary for Economic Affairs in recent job shuffle

Secretary of Commerce Luther H. Hodges has announced the recent appointment of the following 5 new officers in the Department:

Dr. Richard H. Holton as Assistant Secretary of Commerce for Economic Affairs.

John S. Stillman as Deputy to the Secretary for Congressional Relations.

James Spencer Love, Jr., as Deputy to the Secretary for Textile Programs.

Dr. William W. Eaton, as Deputy Assistant Secretary for Science and Technology.

Robert L. McNeill as Deputy Assistant Secretary for Trade Policy.

"As Assistant Secretary of Commerce for Economic Affairs," Secretary Hodges said, "Dr. Holton will coordinate the statistical and economic activities of the Department and review all internal decisions on economic policy matters. The Department of Commerce has a major role to play in the formulation of policies and programs with respect to regional and national economic growth, and the appointment of Dr. Holton will provide direction to these important activities.

"Further, Dr. Holton will have direct supervision over the Office of Business Economics and the Census Bureau."

In his new post, Dr. Holton will serve as the Secretary's liaison with the Council of Economic Advisers, and with other government agencies on major economic policy matters.

Dr. Holton joined the Commerce Department last August as Special Assistant to the Secretary for Economic Affairs. In addition to his previous service as a consultant to industry on marketing, antitrust and economic growth problems, he was professor of business administration at the University of California, and Director of its Institute of Business and Economic Research. He was also at one time professor of economics at Harvard and Ohio State and assistant project director of the Social Science Research Center, University of Puerto Rico.

Mr. Stillman has been with the Department of Commerce since January 1961, serving successively as Assistant and as Deputy to Under Secretary of Commerce Gudeman.

In his new assignment, Mr. Stillman will coordinate Departmental activities pertaining to Congressional relations and serve as a channel for the exchange of information with Members of Congress.

Mr. Stillman came to the Commerce Department from an active career which included law in New York City and Orange County, New York, and public service both in Washington, D.C., and in New York State.

Mr. Love has been associated with the Commerce Department since last June as Textile Consultant to the Assistant Secretary of Commerce and as Assistant Director of the Office of Textiles.

In his new post, Mr. Love assumes the duties and responsibilities for textile policies and programs formerly exercised by Assistant Secretary of Commerce Hickman Price, Jr., who resigned January 31.

Mr. Love has also assumed the chairmanship, of the Interagency Textile Administrative Committee (ITAC), the administrative arm of the President's Cabinet Textile Advisory Committee, of which the Secretary of Commerce is chairman. The Commerce Department collects and maintains statistical data on the volume of textile imports, and its Office of Textiles analyzes these figures for ITAC in connection with implementing international textile agreements.

Dr. Eaton will serve as deputy to Assistant Secretary J. Herbert Hollomon.

He resigned as Vice President of C-E-I-R, Inc., Washington, D.C., to accept the appointment.

He has had a long and distinguished career in the organization and management of research and engineering activities, with special emphasis on the applications of electronic computers and high speed data processing techniques. He holds a doctoral degree from Yale in nuclear physics and is a member of a number of professional societies, including: Sigma Xi, Institute of Radio Engineers, and American Institute of Physics. He was president of the Greater Washington Industrial Council and Chairman of the Policy and Planning Committee, Science Bureau, and Washington Board of Trade.

Dr. McNeill will be Deputy to Assistant Secretary for Domestic and International Business Jack N. Behrman.

He will be concerned chiefly with matters of Trade Policy, particularly those relating to the Department of Commerce's participation in the implementation and operation of the Trade Expansion Act of 1962. Secretary Hodges earlier designated Dr. McNeill as the Department's liaison with the President's Special Representative for Trade Negotiations, Christian A. Herter.

Other responsibilities of Dr. McNeill will include those relating to "Buy American" procurement and overseas barter programs.

Prior to today's appointment Dr. McNeill served as Special Assistant to the Assistant Secretary for International Affairs in the Commerce Department, to which he was appointed in October 1961. He also served as Executive Secretary of the Trade Policy Committee.

U.S. imports jumped 11% to $16.4 billion in '62

The Census Bureau has announced that unadjusted U.S. general imports amounted to $16,396.5 million during calendar year 1962, an increase of 11% over the $14,713 million in 1961.

The rise in general imports reflected increases in 10 of the 11 major commodity groups. The more notable increases occurred in imports of machinery and vehicles; metals and manufactures other than machinery and vehicles; textile fibers and manufactures; nonmetallic minerals; edible animals and animal products; and wood and paper.

Annual totals for U.S. general imports, in billions of dollars, for the 10-year period ending with 1962 are as follows: 1953—$10.9 billion; 1954—$10.2 billion; 1955—$11.4 billion; 1956—$12.6 billion; 1957—$13 billion; 1958—$12.8 billion; 1959—$15.2 billion; 1960—$14.7 billion; 1961—$14.7 billion; and 1962—$16.4 billion.

AID helps 2 Illinois firms survey Latin investments

Two Illinois firms are surveying investment opportunities in Latin America through a new Alliance for Progress program of the Agency for International Development.

Jewel Tea Company of Melrose Park, Ill., is surveying the potential for food stores in Argentina, Brazil, Mexico and Venezuela, and the Bresler Ice Cream Company of Chicago is considering establishing a milk and dairy processing company in Colombia. This is the first step in the Bresler firm's joint venture program, which plans formation of several new milk and ice cream companies in foreign markets.

New favorable replies are received on strike-stalled goods' licenses

Favorable replies have been received from 5 more countries to the requests (INTERNATIONAL COMMERCE, January 28, p. 2, and February 4, p. 15) made by the Commerce Department via U.S. Embassies abroad for blanket extensions of import licenses covering U.S. shipments delayed by the recently ended shipping tie-up along the Atlantic and Gulf coasts.

Assurances of extensions or lenient treatment have been given by:

Brazil—Government officials have offered full cooperation in granting extensions for import licenses and exchange-cover certificates, and indicated that they would grant a blanket extension or a series of extensions of individual licenses upon request by individual importers. They favor the latter procedure as the most practical way to handle such problems as may arise.

Iraq—The Director of Foreign Trade Relations in the Ministry of Commerce has stated that hardship cases will be handled sympathetically, with license extension to be granted upon application by the importer. He asked the Embassy to inform him if an importer encountered difficulty in clearing such goods, and said that he would give the matter his personal attention. A local banker has advised the Embassy that extension of import licenses are easy to obtain by banks for shipments covered by an irrevocable letter of credit. Most U.S. shipments are reported to be on this basis.

Ireland—The Embassy's request for a blanket extension of licenses for 30 days following termination of the strike has been regarded favorably. Licenses for importation under quotas and for importation on a duty-free or duty-reduced basis are included. The Embassy also requested that the January 15-February 18 quota period for importing apples be similarly extended for a 30-day period with respect to U.S. apples. Agricultural commodities are expected to be primary beneficiaries of the measures taken. Grain and fruit importers have been especially concerned over inability to obtain U.S. commodities.

Trinidad and Tobago—The Ministry of Agriculture, Industry and Commerce pointed out that a large percentage of imports from the U.S. is imported under an "open general license" which has no expiration date. Items on the "Negative List" require a specific import license, which has a limited validity period. If some of these "Negative List" items should be transferred to the "Open General License" list while in transit, they would enter under the "Open General License" procedure with no time-validity limitation. The period of validity for "Negative List" items is 6 months from the date of licensing. Should shipments be delayed *for any reason* beyond the importer's control, an extension is given automatically to the importer upon his application. The Ministry asserts it would be prepared to grant more than one extension should circumstances warrant. The Government can be counted on to cooperate provided the importer applies for license extension *before the arrival of the merchandise in the national territory*.

Turkey—The Ministry of Finance has informed the Embassy that a blanket extension would not be necessary. Importers affected by the maritime strike have been asked to apply individually for extensions of license validity, to the Ministry of Commerce in the case of private importers, or to the Ministry of Finance in the case of public importers.

Reassurances

Chile and Venezuela, implementing their earlier assurances, have taken additional favorable action:

Chile—The Central Bank has issued Circular 260, dated January 11, announcing that receipts for deposit and registration for imports from the United States are automatically extended for a period equal to the duration of the maritime strike.

Venezuela—The Embassy has been assured that all agencies involved in import licensing and exoneration are following the policy previously announced by the Ministry of Development.

Commerce Department opens three new field offices

The Department of Commerce has just opened 3 new field offices in areas important to the expansion of exports.

Offices in Hartford, Conn., and Anchorage, Alaska, were scheduled to open Feb. 4, with the one in Birmingham, Ala., scheduled to open Feb. 11.

Two other field offices—in Milwaukee, Wis., and San Juan, P.R.—are scheduled to open before April 1.

Field Offices

U.S. Department of Commerce

Albuquerque, N. Mex., U. S. Courthouse, Phone: 247-0311, Ext. 2386

Anchorage, Alaska, Rm. 60, U.S. Post Office & Courthouse

Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75th Forsyth St., NW., Phone: JAckson 2-4121, Ext. 6000

Birmingham, Ala., Title Building, 2028 Third Avenue

Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312

Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone TL. 3-4216

Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551

Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731

Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: 828-4450

Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone 381-2200, Ext. 2944

Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900

Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone RIverside 8-5611

Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 398

Detroit 26, Mich., 438 Federal Building, Phone: 226-6063

Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234

Hartford, Conn, 18 Asylum Street

Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464

Houston, Tex., 5102 Federal Bldg., 515 Rusk Ave., Phone: CApitol 2-7201

Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St., Phone ELgin 4-7111

Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000

Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261

Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426

Miami 32, Fla., 408 Ainsley Bldg., 14 NE. First Ave., Phone: FRanklin 7-2581

Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112

New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547

New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377

Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591

Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285

Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: 471-0800, Ext. 785

Portland 4, Oreg., 217 Old U. S. Courthouse, 520 SW. Morrison St., Phone: CApitol 6-3361, Ext. 1421

Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133

Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St., Phone: 649-3611

St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100

Salt Lake City 1, Utah, 222 SW. Temple St., Phone: DAvis 8-2911, Ext. 341

San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111

Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755

Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

IT&T's interim agreement on expropriated Porto Alegre property called satisfactory

Brazilian state of Rio Grande do Sul and U.S. firm's subsidiary reach agreement on payment; close cooperation between 2 federal governments aids in solving problems

International Telephone and Telegraph Corp. (IT&T) has announced a satisfactory interim arrangement in the case of the expropriation of its properties in the city of Porto Alegre by the Brazilian State of Rio Grande do Sul. The expropriation action was the culmination of several years of difficulties and negotions between the State and Cia. Telefonica Nacional (CTN), the IT&T subsidiary in Porto Alegre, the State capital.

Plans had been discussed with the State government during 1959 by the CTN for further investments to expand and improve the telephone services in the State, but negotiations were unsuccessful, partly because agreement could not be reached on the question of increases in telephone rates. The company felt that it could not make a reasonable profit, or even continue to operate, unless provisions were made which assured that adequate adjustments would be allowed in the rate structure to compensate for the rapid inflation and the resulting depreciation of Brazilian currency, the cruzeiro. The poor telephone services existing in the area had been the basis of criticism against the company.

The State government in 1960 decided to form a State telephone company of mixed capital, that is, with both private and State government funds, although with the State holding controlling interests. The CTN was invited to join in this venture. Authorization for this new company was granted at the end of 1960, and early in 1961 the then Governor, Leonel Brizola, brother-in-law of Brazilian President Goulart, suggested that the CTN and the State each appoint experts to decide on the valuation of the CTN properties.

In June 1961 the CTN informed Governor Brizola that it did not agree with the valuation set by the designated experts (1.35 billion cruzeiros as of the end of 1960, or about $7 million). The company also said that it had agreed to the valuation procedures in order to obtain a basis for discussion, but that this had not formed a commitment to become a shareholder in the proposed new State company, which action could not be taken without the approval of its shareholders. Governor Brizola then announced that the State would go ahead with its plans with or without CTN participation.

On February 16, 1962 Governor Brizola ordered the expropriation of the CTN properties and deposited a sum equal to about $400,000 to the account of the company. This action caused considerable concern in responsible Brazilian Federal Government and press circles, especially as it happened just at a time when Brazil was in need of U.S. financial assistance, and just prior to the visit of President Goulart to the U.S. The action resulted in some unfavorable publicity in the U.S. against Brazil, even though the Federal Government had no control over the actions of the State Governor. The U.S. Government issued a statement which acknowledged the right of a Government to expropriate the property of nationals of other countries for public purpose, but only on the basis that prompt, adequate, and effective compensation would be made.

Close cooperation

Through the good offices of the Brazilian Federal Government, negotiations began almost immediately between officials of CTN-IT&T and of the State of Rio Grande do Sul. Close cooperation and good will among the various parties and governments assisted toward the solution of this serious problem.

The arrangement for the interim payment for the expropriated properties, pending settlement in the Courts, was finally worked out with the Bank of Brazil, based on a very complex agreement. A portion of the total amount will become available to IT&T for reinvestment in Brazil. IT&T intends to use this in an expansion of its subsidiary, Standard Electrica, S.A., which has been in operation in Rio de Janeiro for 35 years. Standard Electrica produces telephone instruments, switchboards, radio and television sets, and other electronic products.

DETERMINED STUDENT: Earle Gallagher (right), sales representative of Reynolds Research and Manufacturing Corp. of McAllen, Texas, did it the hard way: he drove 9,000 miles in 2½ months last fall to attend an export training course held by the University of Houston and the Commerce Dept. Several Times he was out of the state when it was almost time for the course, but he made it for each of the 10 sessions. Professor Vernon L. Engberg (left) of the University's Foreign Trade Dept. and Houston Field Office Manager George L. Malherbe (center) award his "diploma."

U.S. commercial trade fairs program to begin next month at Utrecht show

Consumer goods and industrial equipment to be demonstrated; merchandising exhibits also planned in Lyon and Barcelona

The Commerce Department's new commercial international trade fairs program will be inaugurated next month in the Netherlands.

The occasion will be marked by an official U.S. exhibition at the Royal Netherlands Industries Fair in Utrecht, March 11-19.

Eugene M. Braderman, Director of the Bureau of International Commerce, said, "This new program gives us our first opportunity to show American products overseas in international trade fairs picked solely on the basis of their sales potential for U.S. goods."

A variety of consumer goods and industrial equipment, furnished by the 30 U.S. firms scheduled to participate, will be displayed and demonstrated.

Included will be packaging and bottling machinery, machine tools, pumps, air compressors and pneumatic tools, dry-cleaning and laundry equipment, coin-operated vending machines, farm and garden tools, household appliances, outboard motors, chain saws and fractional horsepower motors.

A "Travel USA" exhibit, sponsored by a U.S. airline, will be featured. Also included will be a banking exhibit furnished by a U.S. bank with overseas branches.

Two other exhibits set

Two other commercial U.S. exhibits are scheduled between now and the middle of June.

The second of these events will take place at the International Fair of Lyon, France, when U.S. goods will be displayed and demonstrated March 31-April 8. On June 1, a third merchandising U.S. exhibit will open at the Barcelona International Samples Fair, with U.S. participation scheduled to run through June 20.

Under the new merchandising trade fairs program, U.S. participation will be based on preliminary market studies indicating a strong sales potential for U.S. goods. Extensive promotional campaigns overseas are being planned to support the new approach to the expansion of U.S. exports.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Bangkok auto-truck show draws serious inquiries

Several serious inquiries for U.S. passenger automobiles displayed at the just-concluded Auto-Truck and Accessories exhibit at the Trade Center in Bangkok have been reported by the U.S. Embassy.

The Cadillac sedan, said the Embassy, drew "considerable public attention," presumably because it was "the first large Cadillac to be displayed on any floor in over 2½ years."

In the accessories line, air coolers seemed to draw the most attention and several sales were reported.

Nineteen U.S.-make automobiles, 2 late-model U.S. military vehicles and various accessories were displayed.

Official attendance at the exhibit during the first 5 days totaled 1,401. The Embassy reported that uncounted visitors who entered through the parking area and rear exhibit area would raise the total figure to approximately 1,800.

Accessories displayed included tires, batteries, spark plugs, filters and air-coolers from several U.S. companies.

Nuclear exhibition scheduled for Rome in early summer

U.S. participation is invited; scientific congresses planned

Two of the three nuclear power plants constructed in Italy are expected to go into full operation this year.

For this reason, the 10th annual Electronic, Nuclear and Motion Picture Rassegna (Congress and Exposition), to be held June 15-30 in Rome, should be of particular interest in the nuclear field.

The Ministry of Foreign Affairs has invited U.S. participation in the congress and exposition.

Theme of the 1963 exhibition will be the study and application of electronics, nuclear energy, and motion picture techniques. Two scientific congresses will be held in connection with the exhibit.

The preliminary program for the nuclear conference lists the following as the main subjects of discussion:

Fast reactors — present experiments and prospects for development; nuclear fuel elements of ceramic type; use of radioactive tracers in clinical investigations.

The following subjects are included in the preliminary program for an electronics congress:

Comparison in the present condition of research and production, between electronic tubes and the corresponding solid state components in regard to oscillators, amplifiers, switching circuits, and rectifying circuits; bionics; automation and automatic controls now and in their future development; and electronic propositions of present interest.

Fishing, leather exhibits set in Italy

The 23rd International Fishing Fair and the 8th Nautical Exposition will be held June 22-Aug. 7 in Ancona, Italy.

Included in the exhibits will be fishing equipment and items connected with nautical sports and related activities. Participation by U.S. firms has been invited.

Write to Ente Autonomo Fiera di Ancona, Via Mandracchio, Ancona, Italy.

The 3rd Samples Exhibit of Footwear, Leather Goods and Leather will be held Sept. 1-8 at the Handicraft Fair premises in Florence, Italy.

The event reportedly offers advantageous opportunities to U.S. business, in the field of inorganic chemical products for the tanning industry and in the fields of leather and of supplies and accessories for the footwear industry.

Business machine exports from U.S. in 6.2% increase

Canada, Germany best customers for U.S. goods; imports down

The booming exports of business machines from the United States rose to nearly $243.1 million in the first 9 months of 1962, an increase of 6.2% over the same period of 1961. Imports, meanwhile, were down by 8.1% to $63.2 million, Business & Defense Services Administration reports.

Canada continues to be the best single country market for U.S. business machines, with purchases up 9.9% over the 1961 period for a value of $48.2 million. Germany, with $31.9 million, moved into second place closely followed by Japan, with $31.1 million, and the United Kingdom, $25.5 million.

Types of business machines showing the greatest gains included duplicating machines, up 43.5% to $8.3 million; electronic computers, up 24.5% to $99.1 million; dictating machines, up 16.4% to $1.2 million; check handling machines up 14.7% to $1.5 million; and typewriters, up 11.7% to $18.8 million.

Europe, Canada and Asia accounted for about 88% of the export total, with Europe taking 52% compared to slightly more than 47% for the same period in 1961. The Common Market countries accounted for 66% and the European Free Trade Association 32% of the European total.

Exports to Latin American countries and the Caribbean area showed sharp declines—down to $20.6 million from $27.6 million in the first 9 months of 1961.

In U.S. imports, typewriters are still the most important product with $23.9 million and 38% of the total, but show a decline of 5% from the first 9 months of 1961.

Calculating and accounting machine imports were also heavy, amounting to $15 million.

Italy was the largest supplier of all business machines with 23.8% for shipments valued at just under $15 million. West Germany was a close second with 23.1% or $14.6 million.

Trade grads average $1000 a year raise

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Phoenix—Give the dean of a post graduate college in international commerce a choice of locations and he'll undoubtedly pick New York, Los Angeles, Boston or San Francisco.

You can be certain it wouldn't be twenty miles from the closest town, surrounded by a blistering desert, gila monsters and the lonesome saguaro cacti.

Yet in this atmosphere for authorities on fossil invertebrates, not trades who use the seas, is exactly where you'll find the incredibly successful American Institute of Foreign Trade, about which we intoned some words here recently. This is an oasis with green lawns, twin swimming pools shaded by olive trees, burnt rust buildings splashed with scarlet colored berries from pyracantha vines, and the nation's only college devoted exclusively to training men for careers in export.

On second thought, however, the isolation of the campus from harbors and terminals and the omelette of city distractions that compete with scholastic approach is undoubtedly a sustaining benefit to faculty and student body.

The whole thing started at a Dallas cocktail party in 1946, when Barton Yount, a retired Air Force General, became aroused at some sulphurous criticism on the behavoir of American businessmen abroad. The General set out to make some improvements. The War Surplus Agency was disposing of a vacant pilot training center near Phoenix, and the General persuaded some friends, and more incredibly, some Wall Street and Arizona banks, to make unsecured loans to acquire it.

A faculty and administrative staff was formed promptly and the first class was graduated in June, 1947.

Carl A. Sauer is President. Dr. Sauer, who did a few turns for the State Department and some years back, was Director of the Colombian-American Cultural Center in Bogata, is tall, handsome, with greying temples, a warm smile and almost looks like he was hired from Central Casting. But Dr. Sauer is an energetic magnet of a man who draws others immediately close in his intensity to keep racy vigor in the Institute.

This is a college that wants its academic accomplishments judged by the commercial success of its alumni, by the positions they hold in 78 countries from Nepal to New York. 91% of last year's class were placed in starting positions that ranged in compensation from $5,500 to $11,000. Generally speaking, Institute graduates receive about $1,000 annual raises over their first ten years.

The cost to the student for attendance is $2,300, which includes his board, room and tuition. 80% of the operating costs are paid by this tuition. Dr. Sauer thinks this is too much.

"It should be closer to 60%," he says. "We need more contributions, although we are generously supported by a large number of United States corporations."

The Institute has a Board of Directors and a Board of Trustees that include university presidents, former ambassadors, business executives from coast to coast, and a more distinguished group of academic advisors does not exist.

The faculty is long, too, on actual foreign trade experience. Take Edwin Coleman, a new man who joined five months ago after a distinguished career that culminated in retirement as Executive Vice-President in charge of international business for the Upjohn Company.

"He's doing great work," said Dr. Sauer. "Not only because he knows what he is talking about, but because he likes youngsters. He's bouncy and he thinks young. At the Institute, that you've got to have."

The United States long range export expansion program begins on the sun-baked desert at the American Institute for Foreign Trade.

Midwestern piston ring maker gains wide overseas markets

Perfect Circle International claims it has no unusual promotional program but its products are now sold in 91 countries and recent export sales set a record

Company hammers home its sales message, offers quality products, provides educational programs, introduces new techniques and products, participates in trade fairs and makes extensive use of advertising

"The job is yours, here's your first prospect!"

With these words, Perfect Circle International began 40 years ago as Lothair Teetor, then sales manager of the Perfect Circle Corporation of Hagerstown, Indiana, fished from his wastebasket a letter of inquiry from a prospective European customer. He handed the letter to Col. W. J. Platka who had proposed to create an export department for what is now the "E" winning manufacturer of piston rings and other motor products.

From this modest beginning, the firm's export arm has grown to include a network of almost 3,000 customers and 93 sales representatives selling in 91 countries.

Also, subsidiaries and licensees are manufacturing piston rings in Canada, Brazil, Argentina, Australia, Mexico and France. These outlets have all helped to increase the company's total exports with their recurring needs for raw materials, semimanufactured products and machinery.

Since World War II, export sales of finished piston rings have increased every year with the exception of 1952 and 1958.

Export sales were at a record high in 1961 for the third consecutive year. The 1961 export sales alone sailed 21% over those for the previous year. The 1962 figures are not yet available but indications are that it was another excellent year.

Gaining markets

The worldwide markets for Perfect Circle products didn't just appear out of the blue. To gain the confidence and respect of the foreign consumer took a painstaking combination of service, careful selection of quality products and representation and an aggressive promotional attitude.

Each market is considered individually from the standpoint of sales and manufacturing policies.

The company's sales message was hammered across by the effective and efficient use of mass advertising and sales promotional material. Additional coverage in local markets has been handled by representatives assisted by company allocations.

Sales letters and printed promotional material are available in many languages —Spanish, Portuguese, French, German, Swedish, Turkish and Italian.

Also, the company participates in trade fairs and exhibitions throughout the world and has introduced a special mechanics educational program.

Specific promotion programs to the world markets include:

- Stepped-up advertising to every customer level—consumer, distributor, dealer, counterman and mechanic.

Magazines used in campaigning are, *Life en Español, Mecanica Popular, Automobile International, Motrix, Automotive World, Fix-It-Right Manual, Transporte Moderno, Agricultura de las Americas, Motor Sweden, Automovil Internacional, Motorbranschen, Auto-Markt, Krafthand, Auto, Motor und Zubehor, Belgique Automobile, Le Commerce Automobile, Bulletin Officiel de la Chambre Syndicale, Motor Service, Automekanikmesteren, Autokampioen, Automortechniek, Bovag Orgaan, 100 Bilbransjen* and *Quattroruote.*

- Many promotional materials such as counter displays, window cards, flyers and direct mail pieces are developed and made available for local use.
- Direct mail and bulletins are frequently mailed to distributors, dealers and customers.
- Company executives personally carry the sales message to many of the world markets.

Motor clinics

The mechanics education courses, known as Doctor of Motors Clinics, have also contributed to the firm's continued growth in the Latin American, Middle and Far Eastern and African markets. These are operated and managed by traveling multilingual engineers, in cooperation with sales representatives. At recent clinics held in 4 Mexican market areas, over 1,000 diploma-seeking mechanics were in attendance.

The clinics include movies, slides and lectures to instruct mechanics on various problem areas of the internal combustion engine. Following the course, technical bulletins are mailed to the mechanics in Spanish or English and soon a new service manual will be available in the Turkish language.

Perfect Circle's effective promotional techniques have also succeeded in highly competitive markets such as Germany.

Opening "closed" market

About 5 years ago, the company decided to expand its sales efforts into the German original equipment market. This business was being served by at least 2 Swiss, 1 Swedish and 3 firmly entrenched German manufacturers. In addition, a sufficient production capacity indicated that the company would be at a noncompetitive price disadvantage. This was termed by many as an "impossible" obstacle.

The U.S. firm believed, however, that superior engineering, a quality product and the willingness to expend considerable effort in cultivating and assisting German engine manufacturers with their technical problems would result in a definite place for PC products.

The company began its sales efforts in Germany although faced with lower local prices and availability of competitive products.

Today, the firm is supplying equipment to such firms as Daimler-Benz, Ford-Cologne, International Harvester-Neuss and others. This is also true in Sweden. Italy and the Netherlands where accounts include Volvo, Scania-Vabis, Saab, Atlas Copco, DAF and Fiat.

The German replacement market presented unusual difficulties for the introduction of piston rings. Formerly, piston

DESTINATION EUROPE: A familiar sight at the Fort Wayne, Ind., airport is W. J. Platka, Jr., vice president of Perfect Circle International, as he takes off for a new tour of European markets. In the background are some PC foreign-language advertisements which hammer home the company's message in overseas markets.

rings had been sold in Germany as individual loose rings. In the replacement market, PC products are packaged and sold as engine sets.

The effect of PC's successful invasion of the market has been that their German competitors, as well as competitors from other European countries, now sell their replacement products in engine sets.

As far as the company knows, it is the first American piston ring manufacturer to break the monopoly on the sale of original equipment piston rings in Germany and other European markets.

'E' awards go to 3 Detroit concerns, trade journal

Four Detroit firms received President Kennedy's "E" award for their significant contributions in the export field at a ceremony on Feb. 4, Secretary of Commerce Hodges has announced.

The four firms receiving the awards include Holcroft and Company, the Magnetic Steel and Alloy Corporation, Micromatic Hone Corporation and *Air Conditioning, Heating and Refrigeration News.*

Presentation of the citations and the blue-and-white "E" pennants was made to officials of the four firms by Irving Maness, Deputy Administrator of the Small Business Administration, at a meeting of the Economic Club of Detroit.

- Holcroft makes gas, oil and electric heat-treating furnaces for the metallurgical industries. Through advanced product design and an aggressive sales program, it has expanded its markets in Europe and opened new ones in India and South America, as well as entered licensing arrangements in Japan and Australia.
- Magnetic Steel manufactures and markets metal alloys. It entered the export market in 1960 and in less than 2 years developed export markets in Europe and Latin America.
- Micromatic Hone has long exported its products, but in recent years, through a program of aggressive salesmanship and superior service policies, it has expanded its markets to 53 countries.
- *Air Conditioning, Heating and Refrigeration News* an old established trade magazine is printed in several languages and has subscribers in 83 countries. In an imaginative series of world trade issues, it explored market opportunities around the world and also presented a picture of U.S. technical developments that have helped many manufacturers in export marketing.

U. S. Government Actions

N.Y. firm aids Venezuelan industries thru Alliance plan

Bruce Payne and Associates of New York City have won a $49,000 AID contract to provide management and consultant services on a demonstration basis to as many as 30 Venezuelan industrial firms, in connection with Alliance for Progress industrial development efforts.

The project is being undertaken in cooperation with the Venezuelan Development Corporation (CVF).

The 6-months advisory program will deal with borrower-clients of the CVE. The selected firms are engaged in a variety of industries and are located in various cities of northern Venezuela, including Caracas, Maracay, Caguas, Valencia, Parquisimeto, and Guarenas.

Payne and Associates, marketing and industrial specialists, will analyze the individual firms and then assist with implementing recommendations for their rehabilitation in the fields of general management, organization, financial controls, and engineering to put the firms on a profitable operating basis.

U.S. college helps Korean management education plan

Washington University of St. Louis, working with cooperating universities in South Korea, is providing technical assistance for the advancement of business management education in the Far East nation under an Agency for International Development program.

AID awarded a $199,751 contract to Washington University to conduct the overseas project, in accordance with the Agency's policy of drawing upon American educational and business resources in the administration of the technical assistance program in developing lands.

China to buy $19.5 million in U.S. cotton, tobacco

The U.S. and China (Taiwan) have agreed on an amended program under Title I of PL 480 for the sale of $19.5 million worth of U.S. cotton and tobacco. The figure includes certain ocean transportation costs.

The proceeds from this sale will be used for AID loans to U.S. and Chinese private business firms (5%); economic development loans (26%); common defense purposes (50%); payment of U.S. obligations and other U.S. purposes.

New York firm and its vice-president lose export rights

Denial lasts for 2 months, followed by 10-month probation period; sent subsidized bags to Hungary

A. De Swaan Inc. of New York City, and its vice president, Miss Cele Dann, have been denied all U.S. export privileges for violation of export control regulations.

The Bureau of International Commerce's denial order bars the firm and Miss Dann from participating in U.S. export transactions for 2 months, beginning January 31, 1963; revokes all outstanding export licenses to which they are parties; and places them on probation for an additional 10 months.

The Bureau said that during September and October 1960, the New York firm, pursuant to orders received from De Swaan Bonnist, an Amsterdam firm closely associated with it in the bagging and fiber business, exported 140,000 new cotton bags worth over $35,000 under general license. At the time the bags, some of which were U.S. subsidized for export, were shipped, Miss Dann and the firm knew that they would be transshiped to Hungary by De Swaan Bonnist.

They also knew that the Bureau would not authorize transshipment of U.S. subsidized goods to a Soviet bloc destination. The firm nevertheless made the exports by concealing the true destination on the customs export declarations.

De Swaan and Miss Dann admitted BIC's charges and consented to the order.

On March 8, 1962, De Swaan Bonnist, the Dutch firm, was barred indefinitely from all U.S. export transactions for refusing to answer BIC's questions about the transaction.

The denial order prohibits Miss Cele Dann and A. De Swaan, Inc., and all persons and firms related to them, from ordering, receiving, disposing or otherwise participating in U.S. exports, either directly or indirectly for 2 months. No other persons or firms may engage with them or on their behalf in any transactions involving commodities or technical data exported from the U.S.

Viet-Nam buying 23 diesels, 200 freight cars from U.S.

Vietnam is buying 23 locomotives and preparing to buy 200 freight cars from U.S. manufacturers for its war-strained railway system through a $9.7 million AID loan which is also being used to purchase spare parts and maintenance equipment.

The government-operated Vietnam Railway System has contracted with the International General Electric Company of Schenectady, N.Y., for the diesel electric locomotives, to be delivered within 40 weeks at a cost of over $3.2 million.

Invitations to bid for a contract to supply 200 freight cars are being issued to American manufacturers. An earlier procurement of 21 cars was supplied by the Magor Car Corporation of Clifton, N.J.

AID is also helping Vietnam replace communist-sabotaged bridges and rails under a grant-aid program amounting to about $1.5 million per year.

U.S. firm, lending agencies boost India's tire industry

While India has manufactured tires for many years, it started only recently to manufacture its own tire yarn in a Bombay plant designed by Chemtex, Inc. of New York, and using imported components financed by the Export-Import Bank.

Chemtex, Inc. is presently designing a second plant for Delhi Cloth Mills, based on a continuous process provided by Beaunit Mills. The dollar requirements for the new plant are being financed by the Agency for International Development.

Honduran airport gets new light system thru Alliance

A new system of airport lighting for emergency night landings has been completed at Toncontin Airport, Tegucigalpa, Honduras, under the Alliance for Progress.

The lighting system will also permit the airport to accommodate domestic or international flights delayed beyond scheduled daylight arrival times.

The system was financed jointly by the Government of Honduras and the Agency for International Development, for a total cost of $35,000.

PARA PISTON
Perfect Circle da por resultado un
Los principales fabricantes de vehículos y motores.
EPEC

Foreign Government Actions

Turkey's import program favors key industry needs over less essential goods

Global-quota-list allocations under 10th program are up $10 million over 9th, reflecting industrialist quota rise

Turkey's Tenth Import Program, covering the first half of 1963, emphasizes imports of capital goods and raw materials for public and private-sector investments under the new 5-year Development Plan (INTERNATIONAL COMMERCE, Oct. 22, 1962, p. 40). The import program restricts foreign-exchange expenditure on less-essential goods, those in adequate supply, and those manufactured domestically.

Allocations for the global quota list total $76.8 million, $10 million more than in the Ninth Import Program. The increase reflects a $10 million increase in the general industrialist quota for the investment needs of the public and private sectors—under which a wide variety of capital goods not provided for in specific quotas are imported.

Changes

The most important commodity changes in the Tenth Import Program are the de-liberalization of petroleum products, tires and tubes, and heavy trucks and buses. Tires and tubes now are importable only under quota. Once again no allocations were made for passenger cars. About 40 new items were added to the global quota list, including 2 quotas for iron and steel mill products totaling $650,000.

The guarantee-deposit requirement inaugurated under the Ninth Import Program is strengthened by an increase in the deposit for importers from 10 to 20% while industrialists, previously exempt, must pay a 10% deposit to discourage over-application and speculation. This deposit can be raised as high as 40% when applications greatly exceed the quota amount.

Curbs and adjustments

Other changes in the regulations include (1) extension of the prohibition on imports of used equipment specifically to include "reconditioned" equipment, (2) inclusion of branches and affiliates of a firm in the requirement that applications from a single firm cannot exceed 20% of quota, (3) a provision that importers whose quota allocation provides them with less than half of the cost of a single unit may receive an additional allocation to permit them to import a full unit if the quota is under-utilized, and (4) a provision that importers who receive allocations of less than $500 may only use them by pooling allocations with other importers so as to be able to import more than $500 worth, in effect establishing a $500 minimum for quota imports.

Simultaneously with the publication of the Tenth Import Program it was announced that the 1963 import program will total $613 million, of which $210 million will be under the liberalized list, $150 million subject to quotas, and $75 million under bilateral agreements. The remaining $178 million in imports will be financed through foreign aid, and includes U.S. surplus agricultural commodities. The $613 million will be allocated as follows: $270 million for investment goods and equipment, $256 million for raw materials, and $87 million for consumer goods.

Translated copies of the general import regulations and commodity lists have not yet been received. Further information will be published in INTERNATIONAL COMMERCE when the complete Tenth Import Program is available.

Beet-sugar molasses quota established by W. Germany

West Germany has established a quota of unannounced size for importation of beet sugar molasses from almost all countries, including the United States, according to the U.S. Embassy in Bonn. Specifications include minimum sugar polarization of 47%, minimum 40½ (old) degrees Beaumé, with maximum invert sugar content 1%.

License applications may be submitted until the quota is filled, but not later than June 24, 1963. The customs clearance deadline is June 30, 1963.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

AUSTRALIA—Perini Australia Pty., Ltd. (subsidiary of Perini Corp., Framingham, Mass.) awarded contract valued at approximately $3,604,500 for **Murray One Power Station,** part of Snowy Mountains Scheme. Contract to cover specific phase of work on power station.

GREECE—Public Power Commission (PPC) awards **high-tension cable** contract valued at approximately $1,016,000 to Italian firm, CABLEPORT S.P.A., Milan. Contract includes payment for certain services concerning installation, supplying cables, accessories and spare parts.

NIGERIA—Shell-B.P. Petroleum Refining Co. awards first major contract for proposed **refinery near Port Harcourt** to Taylor Woodrow (Nigeria) Ltd., P.O. Box 138, Lagos. Contract valued at some $2.8 million to cover construction of ten 3-mile pipelines and ancillary works linking refinery with marine loading terminal.

PAKISTAN—Department of Investment Promotion and Supplies issues circular notices with details on award of **various Government tenders.** Tenders No. VA-3/AID/408/66703/A/62/74; VA-3/AID/408/66703/B/62/75, VA-3/AID/408/66703/G/62, VA-3/AID/406/66571/C/62/2, and VA-3/AID/408/66703/C/62/73 available on loan.★

Foreign investment capital entering Madagascar must have Malagasy authorization

New code allows free transfer among franc-zone countries; incentives to needed industry, farming, mining outlined

The Malagasy Republic's Investment Code as recently revised stipulates that funds can be freely transferred between Madagascar and all member countries of the franc-zone, but investments from outside the zone are subject to Malagasy (franc-zone) exchange control regulations.

These regulations, summarized by the U.S. Embassy in Tananarive, specify that entry of foreign investment capital into Madagascar must be authorized by Malagasy's Exchange Control Office. Authorizations for repatriation of profits and capital are not automatic and each case is decided on its merits.

Incentives

Benefits under the new code can be granted to industrial, agricultural, or mining enterprises which are important to Malagasy's economy; commercial enterprises are not eligible. To qualify, enterprises must be judged technically and financially sound and must contribute to development-plan objectives, to economic growth, and to the improvement of the balance of trade or of payments. Four categories of special status can be granted qualified firms:

Approved Status—Any enterprise undertaking a new project in Madagascar or expanding an existing operation may be granted approved status on condition that it make a certain minimum investment (to be fixed by the Government according to the type of enterprise). Advantages accorded will depend on the importance of the proposed investment. There is a 10-year maximum period, subject to renewal.

Classification and Encouragement—Enterprises which do not qualify for special status may, in certain cases, be temporarily "classified and encouraged," and thereby receive some of the advantages open to approved enterprises. This status is provided for existing enterprises which may need temporary protection to face abnormal competition or temporary aid for reconversion purposes.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Long-Term Fiscal Status—Long-term tax stability can be guaranteed to approved enterprises which are of marked interest to the economy and require a long period of installation before they can offer normal profitability.

Convention of Establishment—Enterprises of major interest for the economic development of the country and which can be started only with the aid of special measures, can be granted special conditions and privileges to be defined in a convention of establishment between the firm and the Government.

Exemptions

The Code defines advantages that can be accorded approved enterprises, including total or partial exemption from import and export taxes and various other normally required duties and fees. Income-tax exemption is possible for up to 5 years.

Additional foreign currency can be made available for imports over the sums available in the regular import quotas. Subsidies can be paid to help firms (1) establish themselves in special industrial zones, (2) reconvert in accordance with objectives fixed in the development plan, or (3) face up temporarily to dumping or discriminatory measures taken against them in a foreign country. Loans can be granted at reduced interest rates to firms requiring large capital assets relative to volume of business.

Provision is made for appropriate protection of local industry by both tariffs and import quotas, and priority in sales of goods or services to the Government.

Some scientific materials freed of duty by Bonn

Decree covers basic research affected with public interest

West Germany has granted customs exemption to scientific apparatus and articles used in basic research conducted in the public interest. The exemption is provided in Section 37 (paragraph 1) of a Federal Ministry of Finance decree setting forth criteria for duty-free treatment under the customs ordinance which has been in effect since Jan. 1, 1962.

The new decree denies exemption to equipment and articles which can also be used for other than research purposes, even if the apparatus possesses a high degree of scientific sophistication. Thus, calculating machines, punchcard systems, and laboratory chemicals do not qualify for duty-free treatment. Electronic computers qualify only if they are specially constructed so that they cannot be used for other than research purposes.

Criteria

Chemicals qualify as other articles having scientific value and used in research only if usable solely for research purposes. Chemicals do not qualify as commodities upon which research is being conducted if they are only to be subjected to material-testing procedures. Pharmaceutical preparations are recognized as articles upon which research is being conducted only if they are still in the clinical-testing phase and have not yet been introduced into medical practice in Germany.

The decree also makes clear that the Customs Law permits binding advance rulings only on questions of tariff classification. Upon request, however, customs authorities at the anticipated point of entry are empowered to indicate before importation whether or not an article meets duty-exemption criteria under Section 37. If so, it is recommended that all subsequent importations be cleared through customs at the same point of entry.

Ready market for water pumps seen for new producing plant in Thailand

Increasing sales volume, good return on investment, export potential cited for project by American manufacturer

Thailand is a substantial, growing market for water pumps. This is the conclusion of Ebasco Services, Inc., engineers and management consultants, in a new study entitled "Report on the Feasibility of Manufacturing Water Pumps in Thailand."

Most Thai demand for pumps, according to the Ebasco report, has been satisfied by imports which have been rising steadily in the past 10 years—in 1961 these represented a total value of over $2 million. This total includes all types of pumps, including motor fuel vending pumps, sprayers and industrial equipment which it would not be feasible to produce in Thailand now.

The 60-page study was prepared for use by the Government of Thailand as a source of information to private investors who may want to establish a pump-manufacturing plant there.

A large share of the market consists of motor-driven, self-priming and end-suction centrifugal water pumps.

These pumps are widely used for irrigation and construction work and can be manufactured economically in Thailand. Projected agricultural and irrigation developments and the trend to replace the more primitive equipment heretofore used by Thai farmers indicate continued market growth for these types of pumps.

Small centrifugal pumps of this type are being produced in many small Thai shops. The total output is an appreciable factor on the local market. These pumps, however, are of inferior quality, compared with standard imported pumps. Their sales appeal is primarily on a price basis and to further widen the price spread they are commonly sold to the unsophisticated Thai farmer with inadequately powered gasoline or diesel engines.

Brand names important

While price is an important factor in the Thai market and often overrides considerations of quality, Ebasco concludes that there is nevertheless a preference for recognized standard imports if the price differential is not too great. Consequently, a brand-name producer of pumps in Thailand with precision-made quality products could probably capture a substantial share of the market.

In addition to complete local production of centrifugal types, an established full-line pump manufacturer locating in Thailand could also assemble deep-well turbine pumps, for which there is a good, but smaller market.

The possibility of developing exports of centrifugal and rotary pumps in neighboring countries is also explored.

Total cost of the project for a U.S. investor is estimated at $251,700. The plant's sales volume for the first full year after achieving full operations should total 4,700 units valued at $308,000. A 5% increase in sales volume is estimated over the next 5 years.

18.3% return

For first-year operations, net profit after provision for 5-year amortization of start-up expenses, but exclusive of any royalties or licensing fees, is estimated to be $46,000, or a return of 18.3% on the total investment. It is assumed that the project would be licensed and entitled to maximum benefits under the Thai Promotion of Industrial Investment Act in Category A, including exemption for the company from income taxes for the first 5 years.

The Ebasco study may be obtained on loan from the Office of International Investment, Code 3-3561-3, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Canadian electronics firm seeks production license

A Canadian electronics engineering firm with complete laboratory and manufacturing facilities is interested in a license to produce U.S. electronic equipment.

It can produce UHF, VHF and FM transmitters and receivers, antennas and associated equipment, radar simulators, ionospheric sounding systems, sonar equipment, sonobuoys and other related ASW systems, both airborne and underwater.

Write E.M.I. Cossor Electronics, Ltd., Dartmouth, Nova Scotia.

Industry projects cited in Singapore

Investor openings for plants to produce electric motors, rubber products, fire extinguishers, ceramics, bolts, plywood, leather

Singapore offers investment opportunities in many industrial projects.

Readers of INTERNATIONAL COMMERCE will recall a recent article on Singapore which appeared on page 36 of the December 3 issue. This described the strong industrial drive being spearheaded by the country's Economic Development Board (EDB).

To attract foreign participation in a number of proposed industrial projects, the EDB has recently made available a wealth of information of interest to potential U.S. investors.

One of these, entitled "Portfolio of Industries Considered Feasible for Establishment in Singapore," is a 12-page listing covering projected annual capacity, turnover, fixed investment and employment in such industries as rubber, mining and minerals, food and chemicals.

Varied industry data

Capsule industrial surveys termed "industry information sheets" have been prepared by the EDB to cover electric motors, rubber products, portable fire extinguishers, ceramics, calcium carbide, sheet glass, steel nuts and bolts, ship repair and building, tanning and plywood.

The survey covering electric motors is indicative of the type of data contained in these industry information sheets. After a general statement covering the need for fractional horsepower electric motors in Singapore, the necessity for a plant and the types of motors to be produced, the information sheet surveys the market.

the manufacturing process, capital investment required and the advisability of acquiring technical know-how. Tables of electric motor trade statistics are appended.

Jurong industrial estate

Also published by the EDB is a brochure entitled "Jurong Industrial Estate," a detailed description of a 9,000-acre tract on Singapore Island which will be the site of a new industrial town.

This publication attempts to answer such questions as the types of industries permitted to locate at Jurong, procedures for site acquisition and factory erection, financial participation by EDB, types of factory buildings available for lease, types of loans available and water and electric rates.

Copies of the three types of informational material described above are available on a loan basis from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Firms or individuals interested in writing the EDB direct should address their inquiries to Mr. Ngiam Tong Dow, Economic Development Board, Fullerton Building, Singapore 1.

Indian steel plant offers opportunity

Capital desired for the venture; 6,000-ton yearly capacity seen

A proposed steel foundry in India offers a very good joint-venture opportunity.

With a reported high priority from its Government, the firm seeks an American collaborator in a joint venture to establish a steel foundry with an initial capacity of 6,000 tons of finished castings a year. New capital is of primary interest.

Bandel, located about 35 miles from Calcutta, has been selected as the site for the proposed foundry. This location assures adequate transportation facilities, land, power and water, and has the added advantage of being close to a good source of steel scrap and foundry sand.

Planning calls for direct-arc electric furnaces, each of 4 ton capacity and with an almost all-steel scrap charge, oxygen injection is contemplated.

The production program calls for a wide variety of steel castings to be used in railroad locomotives, power stations, dredgers, ships and machine tools.

For a preliminary project report and additional details of this opportunity, write to Code 4-3323-2, Indian Investment Centre, 630 Third Ave., New York 17, N.Y.

New association to help develop Korean industry

U.S. industrial, banking firms to aid in generating ventures in small, medium-size areas

More than 40 representatives of American industrial and banking firms have joined to form the Korea-America Commerce & Industry Association, with offices at 10 West 56th St., New York 19, N.Y. The association will help to develop Korean-American relations in the economic and industrial field.

Membership includes representatives of Blaw-Knox, Koppers and Westinghouse—three firms that have just announced a proposed consortium to enter into a joint enterprise with Korean interests to develop Korea's first integrated iron and steel mill.

Several other firms represented in the new association are presently exploring possibilities of joint ventures in the Republic of Korea.

The association hopes to assist in generating joint ventures in the field of small and medium-sized industries in Korea. It also plans to assist both American and Korean businessmen to obtain leads and make contacts that may develop trade between the two nations.

Closer ties seen

Mr. Paolino Gerli, president of the association, has announced that his organization will soon start issuing a monthly newsletter. The initial issue will have a statement by Secretary of Commerce Luther H. Hodges. The Secretary's message will point out that:

"There has long been a need for an organization devoted to the promotion of closer commercial and economic ties between the United States and the Republic of Korea. Now that such a group has been established, there is much it can do to benefit both countries. And for those who wish to invest in or trade with either country, the Department of Commerce will be happy to help in any way it can."

Diamond-drill manufacture, repair needed in Korea

The manufacture of diamond drills in Korea presents a challenge.

A U.S. firm experienced in manufacturing and refurbishing diamonds drills, bits and drill rods may be interested in conducting a survey of the Korean industry, with the assistance of the Agency for International Development's investment-survey program. Such a survey might result in a joint-venture arrangement with a Korean firm.

A short outline of the drilling situation in Korea which provides a rough picture of existing Korean equipment and anticipated drillings in coal fields and mineral deposits, along with information concerning the AID investment-survey program is available. Write to the Office of International Investment, Code 3-3533-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Furniture factory needed in Thailand

Modern plant producing quality product could compete, sell output locally and overseas

An opportunity exists for a modern furniture factory in Thailand.

In a recent communication on the furniture industry, AID/Bangkok concluded that a properly equipped furniture factory, producing high-quality, well-designed furniture would be able to compete favorably in the Thai market and have a high export potential as well.

Furniture now is being produced in small cottage-type family enterprises where no power-driven tools are employed.

Rattan, bamboo, cane and reed are commonly used in furniture production. Better grades of furniture are produced from high quality, ample supplies of local hardwoods. Teak is widely used. Reportedly, improper curing of teak results in shrinkage of the finished furni-

ture creating limited demand on the part of domestic and export consumers.

A Government-owned and operated plywood factory manufactures finished products of fair quality.

AID/Bangkok's recommendation for U.S. investment in the manufacture of furniture in Thailand is based on the following:

1. There is no organized furniture industry in Thailand,
2. The hardwood supply is favorable,
3. Skilled woodworkers are available,
4. There are favorable Thai Government development laws and
5. The local market needs good, well-designed furniture.

For further details, write to the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Pharmaceutical venture opens with Ecuador firm

A medium-size Ecuadoran manufacturer of pharmaceutical products seeks U.S. technical assistance on a joint-venture basis.

The firm employs 52 persons and produces a variety of products including cough syrups, medicines for the treatment of worms, quinine malaria tonics and skin creams.

Plant facilities appear adequate for expansion purposes.

Write to Dr. Werner Aleman Wieck, Laboratorios Farmaceuticos J. M. Aleman, P.O. Box 442, Guayaquil, Ecuador.

Swedish manufacturer wants screw machinery products

A Swedish manufacturer of turned and pressed screws, nuts, washers and rivets seeks a license to manufacture additional screw machinery products.

Write to A. B. Bendor, Boras, Sweden.

Italian company requests vending machine license

An Italian manufacturer of household appliances seeks an exclusive licensing agreement to produce coin-operated vending machines.

The firm says that it has established sales outlets throughout Western Europe, South America, the Near East, Africa and the Orient.

Write to Zanussi Grandi Impianti SpA, Via Montereale 4, Pordenone, Italy.

Manufacture of heavy equipment, other industrial and consumer products asked in 11 countries

From Australia to Finland, a multitude of openings for U.S. investments, licenses, joint ventures are pinpointed

American businessmen have a varied choice of opportunities in overseas companies, according to new information from many U.S. Foreign Service posts.

Firms in Australia, Europe and the United Kingdom are interested in manufacturing products ranging from upholstered furniture to full-length motion pictures, target-shooting installations and electronic traffic controls. Interested U.S. concerns may obtain additional information on these opportunities by writing to the addresses provided below.

In addition licenses are offered by German or Swiss firms for the U.S. production of acoustical and insulating material, special gymnasium floors, base floorings and safety cylinder locks.

Chemicals and allied products

Germany. Wholesaler of foundry auxiliaries and chemicals seeks licenses to make auxiliary materials for steel mills and iron foundries, such as fluxes, exothermic compounds and antipiping compounds.

Frank & Schulte Handelsgesellschaft GmbH, Postfach 515, 43 Essen.

Controlling instruments

Switzerland. Manufacturer of electronic industrial equipment seeks license to produce transistorized automatic-counting and packing machines, automatic electronic regulators for traffic lights, ultrasonic cleaning equipment and industrial electronic-control equipment.

Demievilie & Cie, Route de la Petite Corniche, Lutry, Vaud.

Electrical equipment, instruments

Netherlands. Manufacturer of fluorescent lights and component metal parts seeks license to make electrical appliances and small electrical equipment for industry. Is willing to import major parts. L. Maars N.V., 1 Deventerweg, Harderwijk.

Joint venture sought to produce electric relays and switches for industrial use by a firm that distributes electrical appliances, does electrical contracting and repairs electric motors. N.V. Electrotechnisch Installatiebedrijf Boogaard, 41 Schiedamseweg, Blaardingen.

Manufacturer of oil, coal and gas heaters is interested in being licensed to make oil and gas heaters, both domestic and industrial. N.V. Haardenfabriek "Interno," 3 Merwedeweg, Breukelen.

Switzerland. Manufacturer of electric counters, relays, safety temperature devices for boilers, detached parts for electric counters and other items wants to expand production by being licensed to make related or new products. Nouvelle Fabrique S.A., 4 rue du Milieu, Tavannes.

License to make new products sought by manufacturer of electronic goniometers, automoble radios, transistors and all types of electronic instruments. Becker Electronic S.A., 26 route de Courgenay, Porrentruy.

Fabricated metal products

France. A manufacturer of large metallic structural members and series produced windows and stairs, towers for electrical transmission lines and industrial boilers seeks licensing rights on similar or complementary products.

Ets. Antonine Besson & Lepeu, S.A., 13 rue Paul Valery, Paris 16°.

Food products

Ireland. The Irish Sea Fisheries Board seeks proposals from U.S. fishing concerns interested in 3 small fish-processing establishments, consisting of freezing and smoking installations, cold-storage facilities and a small pilot fishmeal plant. The board will consider proposals involving the leasing of any of these facilities, their outright purchase or the formation of a new company to acquire and operate the installations in which the Board would acquire a minority of the voting shares. Write to The Secretary, An Bord Iascaigh Mhara, 67 Upper Mount St., Dublin 2.

Netherlands. Manufacturer of jams, peanut butter and roasted peanuts wants to sell its business. Asking price for this going concern with an established sales organization is about $900,000. N.V. Handelmaatschappij v/h van Rietschoten & Co., 168 Bovendijk, Rotterdam.

Furniture

Germany. Upholstered furniture manufacturer seeks license to produce upholstered furniture of all varieties including textile, leather and leather combined with artificial leather. Georg Grahl, Polstermoebelfabrik, 4993 Rahden/Westfalen.

General industrial machinery, equipment

Australia. A combustion engineering firm seeks licenses to manufacture commercial oil-burning equipment related to the production of bricks, ceramics and metal-industry products as well as industrial drying equipment. Intertherm Heating & Cooling

Pty., Ltd., 172 Abbotsford Rd., Mayne Junction, Brisbane, Queensland.

Firm of engineers and toolmakers seeks license to manufacture high-speed canmaking equipment. W. G. Goetz & Sons, Ltd., 136-140 Hall St., Spotswood, Melbourne.

England. A manufacturer seeks license from American engineering firms to produce complete machines. It produces a wide range of fabricated and special-purpose equipment on a subcontract basis for the chemical, cement, coal and power-generating industries. The firm will offer royalty payments and/or cash settlement in exchange for license to make nonprecision fabricated or special-purpose equipment. Not interested in selling. R. McIvor & Sons (Engineers) Ltd., Higher Hillgate, Stockport, Cheshire.

Firm specializing in the use and development of hydraulic fluid power seeks license to make hydraulic-powered earthmoving equipment, mobile cranes and any other products primarily dependent on the use of hydraulics. C. & I. Hydraulics, Ltd., Penpoll Works, Hawthorne Rd., Bootle, Liverpool.

A firm engaged in building complete process factories and equipment for breweries and mines seeks licenses to build items connected with heavy engineering and the chemical, brewing, mining and steel industries, as well as overhead cranes. Morleede Holdings, Ltd., Moorlands House, 10-12 St. James St., Derby.

Finland. A group of metalworking firms producing tools, motors, pumps and other products seek licenses to manufacture heavy machinery, electrical equipment, farm and construction machinery and equipment for the food and chemical industries. MEKES Oy, Ritarikatu 3, Helsinki.

France. Manufacturer of plows and other farm implements seeks license to make U.S. agricultural equipment on a large scale. P. Viaud & Cie, Barbezieux, Charente.

Germany. License or joint-venture arrangement sought to produce engines and light machinery by manufacturer of motorcycles, bicycles and small engines. Zuendapp-werke GmbH, 1 Anzinger Str., Muenchen 8.

Manufacturer of sonic screening machines seeks license to make machinery and equipment for mixing, grinding, sifting and filtering sand, stone, gravel and other substances. "Rhewum," Rheinische Werkzeug und Maschinenfabrik GmbH, Rosentalstr., Postfach 440, Remscheid-Luettringhausen.

License sought for the production of plants and equipment used in treating waste water. Wilh. Schneck Sen., 24 Sandstr., 59 Siegen/W., Germany.

Italy. Distributor of vending machines seeks joint venture to construct a plant to produce vending machines. Euromaten, 69 Via Rodolfo Lanciani, Rome.

Netherlands. Textile and paper machinery manufacturer seeks license to produce similar U.S. equipment. Tattersall & Holdsworth, 32 Oldenzaalsestraat, Enschede.

Sweden. Electric motor manufacturer wants license to produce light and heavy machinery containing electrical motors. Rationellt Naringsliv AB, c/o Mr. Sandels, Drottninggatan 63, Stockholm C.

A manufacturer of locomotives and passenger cars seeks licensing rights to produce road and housebuilding, and lumber handling equipment. Kalmar Verkstadsktiebolag, Kalmar.

Glass and clay products

Germany. Manufacturer of bottles and other glass receptacles especially designed for use in the pharmaceutical, cosmetic and chemical industries is interested in selling controlling interest or its entire business. Believes relocation and modernization of production facilities are necessary and that minimum investment would need to be $3 to $5 million. Contact Mr. Felix S. Bloch, American Consulate General, Duesseldorf.

Spain. Manufacturer of bricks, tiles and artistic ceramic products seeks capital and equipment to modernize and enlarge factory. Mensaque, Rodriguez y Cia., S.A., Evangelista 47, Seville.

Miscellaneous manufacturing

Germany. License sought to produce electric, automatic and synchronized target-shooting installations. Write Waffen-Jung, Sofienstrasse 26, 7 Stuttgart-S.

Motion pictures

Italy. Producer and distributor of motion pictures would like to make full-length motion pictures in cooperation with U.S. firms. Eridania Cinematografica, SpA, Largo Brindisi 18, Rome.

Petroleum products

Spain. Manufacturer of industrial greases wants license to produce higher quality lubricating and other greases. Compania General de Lubricantes, S/A, Balmes 18, Barcelona 7.

Plastics and rubber products

France. Manufacturer of plastic products made of expanded or molded polystyrene seeks license to produce new lines of expanded polystyrene items. S.I.P.A.P., 25-27 Blvd. de Louvain, Marseille, 8ème.

Germany. A manufacturer of rubber products seeks licenses to produce rubber sole material of all kinds as well as technical rubber articles for use in the automobile, machine, bridge, ship and aircraft manufacturing industries. Is also interested in licensing U.S. production of its products. Para-Gummiwerke Arthur Bruegger, 129 Westkotterstr., 56 Wuppertal-Barmen.

Netherlands. Licensing agreements with American manufacturers of plastic items sought by producer of plastic injection-molded machine parts and other plastic products. Technoplast N.V., 11 P.O. Box, 4 Vlotlaan, Monster.

Transportation equipment

Australia. License sought to make filter attachments for diesel motor vehicles to filter exhaust fumes. Charles Hope Pty., Ltd., Kingsford Smith Dr., Eagle Farm, Brisbane, Queensland.

Germany. License asked to produce automotive parts by manufacturer of steering wheels, air valves and gasoline meters. Gustav Magenwirth KG, P.O. Box 30, 7417 Urach/Wuerttemberg.

Netherlands. Manufacturer of oil and fuel filters seeks joint venture or licensing arrangement to manufacture automotive filters. Filter en Metaalwarenfabriek N.V., 41 Grasweg, Amsterdam.

Licenses offered

Germany. Manufacturer of noise-absorbing wall coverings which also serve as insulation wants to sell patent rights to U.S. manufacturer.

Name and address of firm may be obtained from Office of International Investment, Code 1053, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Manufacturer offers license for the production of its gymnasium floors with regulators to vary the floors' elasticity from hard to hard-soft and soft, in lumber and plastic materials; and dry dam flooring, a mixture of terrazzo and acetylene-soot used as a base flooring under parquet floors.

A catalog of the firm's products in German is available on a loan basis from the Office of International Investment, Code 1054, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Switzerland. License offered for American production of safety cylinder locks. All necessary know-how and machinery will be provided.

A complete description of the locks is available on a loan basis from the Office of International Investment, Code 1055, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Graphite brick output planned by Peruvian

Capital, know-how are needed to process, use graphite reserves

An owner of several potential graphite mines, located about 16 miles from Trujillo, Peru, seeks U.S. capital investment and technical assistance to process and utilize the graphite.

The mines reportedly contain reserves of millions of tons of high-grade graphite said to be suitable for production of graphite brick.

Under a joint-venture arrangement, with the American investor providing technical know-how and capital investment, the Peruvian businessman contemplates establishment of a processing operation. A plant with a minimum daily production capacity of 20,000 to 30,000 graphite-refractory bricks is proposed. Exports of crude graphite to other countries also is contemplated.

A 4.9 acre site is reportedly available for the enterprise. The property has sewage, adequate water, power and good transportation facilities.

Interested investors should write to Dr. Francisco Ortega Gonzales, Ortega Hijos, Union 410, Trujillo, Peru.

Bids asked by Hong Kong on reclamation project

A project known as the Kwai Chung Development Scheme, involving drainage, excavation and backfill of certain nearby areas, will provide 500 acres of new land for industry and housing, and will form part of the industrial and residential satellite town of Tsuen Wan, New Territories, Hong Kong.

This is according to a recent announcement in the Hong Kong Government Information Bulletin.

Materials to be excavated, totaling about 6 million cubic yards, will be dumped into Gin Drinker's Bay; this will provide another 105 acres of new land for both industrial and residential use.

The 2 areas to be reclaimed will have a network of roads with a total length of 9 miles, with dual highways 24 ft. wide; they will be linked with existing highways through roads to be built along the coast.

There will be a reinforced concrete culvert 8,500 ft. long and approximately 50 ft. wide over which the new roads will pass.

Another part of the project consists of the construction of typhoon shelters for fishing boats and small craft. Seawalls and breakwaters to be constructed will have a total length of 11,000 ft. and will go down as far as 40 ft. below mean low tide.

Details may be obtained by writing to the firm of Scott and Wilson, Kirkpatrick and Partners, 5th Floor, Manson House, Nathan Rd., Kowloon, Hong Kong, the consulting engineers to the Public Works Department, Hong Kong Government, on this project.

Iraq Government seeks bids for transformer substation

The Directorate of Military Works, Ministry of Defense, Baghdad, is inviting bids for supply and erection of transformer substation at Camp Ghuzlani, Mosul.

Tender 12,614 includes one 1,500-kv.-a. transformer, 3.3-kv. and 11-kv. switchboards and auxiliary equipment. Bid deadline is 12 noon, Feb. 27.

Tender documents and specifications may be obtained from the Directorate of Military Works, Ministry of Defense, Baghdad, for $14, nonrefundable.

One copy of the specifications is available for review from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

West Pakistan to ask bids on several commodities

The West Pakistan Water and Power Development Authority (WAPDA) is expected to invite bids shortly on several commodities. Total worth of the bids is estimated to be over $6 million.

Listed below are the items and the approximate dollar value of each:

H.T. oil circuit breakers, $300,000; a.c.s.r. conductors $1,460,000; aluminum conductors, $1,300,000; g.i. wire, $160,000; h.t. and l.t. insulators, $160,000; l.t. 4-core bazar cable and service cables $160,000; t. and p. and fire extinguishers, $40,000;

Vehicles, tractors, trailers and cranes, $300,000; tires and tubes, $40,000; lightning conductors (arrestors), $80,000; electrical testing equipment, $320,000; aluminum conductor accessories, $100,000; a.c.s.r. conductor accessories, $100,000; and electrical h.t. equipment $1,500,000.

Interested U.S. firms should contact Yu-Slim & Co., P.O. Box 266, or Plaza Bldg., Queens Rd., Lahore, Pakistan, or WAPDA, Lahore, Pakistan.

New Zealand extends deadline on submarine sewer outfall

The Gisborne City Council has announced that the bid deadline for Contract 295—the construction and installation of a submarine sewer outfall—has been extended from Feb. 4 to March 18. (See INTERNATIONAL COMMERCE, Nov. 26, 1962, page 50.)

Specifications are available from Gisborne City Council, New Zealand, for $14 (£5). Specifications are also available for inspection in the Building Materials & Construction Industries Division, BDSA 306, Room 4002, Department of Commerce, Washington 25, D.C.

Nigerian electricity agency seeks substation equipment

The Electricity Corp. of Nigeria is inviting bids for supply and erection of outdoor 132 kv. substation equipment extensions, outdoor 33 kv. switchgear and substation equipment, indoor 11 kv. switchgear, 400/415 volt switchgear, protection and control equipment, battery and charging equipment, transformers and grounding transformers.

The equipment covered by tender 1033/315 is to be installed at Lagos and Ibadan. Bid deadline is noon, March 21.

A précis of the installation and equipment required may be obtained from either the London Representative, Electricity Corp. of Nigeria, York House (5th Floor), Westminister Bridge Rd., London, S.E.1, or the Secretary, Electricity Corp. of Nigeria, 13 Broad St., P.M.B. 2030, Lagos, Nigeria, for $56, not refundable.

Burma extends bid deadline for railroad car equipment

The Burma Railways has extended the bid deadline for 4,000 pieces of various types of hardware for railroad passenger and freight cars from Feb. 28 to March 16 (see INTERNATIONAL COMMERCE, Jan. 21, page 40). The material is called for under tender 872/394/L (formerly reported as 533/394/L and 773/394/L).

Pilot vessel, survey launch to be purchased by Iran

The Ports and Navigation Organization, 333 Avenue Naderi, Tehran, Iran, will purchase 1 pilot vessel and 1 hydrographic survey launch. The launch is to be built of steel, 26′ 7″ in length with a 9′ 7″ beam equipped with a diesel engine for cruising at 9 knots.

Closing date for the launch bids is Feb. 28, and for the pilot vessel Feb. 25. Specifications may be obtained from the above address for $14 each (1,000 rials).

Bids requested by Singapore for supply of water pumps

The Singapore City Council invites bids until March 12 for supply, delivery, erection and maintenance of low lift raw water pumps and ancillary equipment, including motors for total nominal capacity of 31 million gallons per day.

A tender deposit of $330 is required for this Scudai River Waterworks project.

Interested U.S. firms should inform their local representatives to submit bids to the City Council or to Mssrs. Allan and Williams, Civil Engineers, 8 Clarges St., Piccadilly, London.

United Arab Republic seeks oceanographic vessel bids

The Ministry of Scientific Research, Science Council, Cairo, United Arab Republic, will purchase an oceanographic and fisheries research vessel for exploratory and experimental fishing operations including trawling, purse seining and longlining.

The vessel is to be powered by a diesel engine for cruising at 10 knots and 3½ knots. The hull is to be of steel about 115 ft. long, having total displacement of about 300 tons.

Specifications may be obtained from the above address. Bid deadline is March 7.

Sea water distillation plant planned by Bermuda Government

The Bermuda Government recently approved a sea water distillation plant as a source of potable water for the new King Edward VII Memorial Hospital extension.

Sealed bids for this 130,000 Imperial gallons per day plant should be addressed to the Director of Public Works, Hamilton, Bermuda, before noon March 11.

Plans and specifications have gone to manufacturing companies who have previously expressed interest in the project. They are also available by addressing the consulting engineers, Coode, Binnie & Preece, 36 Roxbrough Apartments, Laurier Ave. W., Ottawa 4, Ontario, Canada, for a deposit of $56 (£20) which will be returned on receipt of a bona fide tender.

Republic of Dahomey seeks bids for telephone line

The Dahomean Post & Telecommunications Service plans to construct a pole type telephone line between Parakou and Malanville, a distance of 320 kilometers.

A call for bids will be made soon for telephone wire, metal poles and the necessary crossbars and other pole attachments. Bids will be accepted from firms in any free world country.

Firms interested in receiving copies of the invitation to bid, which will be in French, should send an airmail letter, preferably in French, to Directeur de l'Office des Postes et Telecommunications Cotonou, Dahomey.

Although firms may make separate bids for the metal poles and various pole attachments preference will be given to firms which present a single bid for the metal poles and all attachments.

Installation of all equipment will be made by the Dahomean Post & Telecommunications Service.

Bids sought in Australia for power station project

The State Electricity Commission of Victoria is inviting bids in connection with the second 400-mw. stage of the 1.2 kw. Hazelwood Power Station.

Specification 62-63/191 covers the supply and erection of 6.6-kv. switchgear; 415-v. switchgear, contractor equipment, metering equipment, protective and alarm equipment, fusegear, and direct current equipment. Bid deadline is 3 p.m., April 1.

Bids should be addressed to the Secretary, State Electricity Commission of Victoria, 22-32 William St., Melbourne, Victoria, Australia. Copies of tender and specification are available for review in the Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

Sudan issues bid call for 24 tubular masts

The Government of the Sudan is seeking bids on 24 tubular masts 100 feet high, complete with base plates and fittings, able to withstand a wind velocity of 100 miles per hour.

Bids are to be made to the Sudan Government Purchasing Agent, Sudan Embassy, 3-5 Cleveland Row, St. James's, London, S.W.1., by noon, Feb. 21.

Copies of the tender are available for examination in the office of Building Materials & Construction Industries Division, Room 4002, BDSA, Department of Commerce, Washington 25, D.C.

Bid deadline extended by UAR on desert reclamation work

The Mairut project bid deadline has been extended from Jan. 29 to March 2, 1963 (see INTERNATIONAL COMMERCE, Nov. 26, page 63). This project calls for reclamation of 83,040 acres of desert.

A complete set of drawings and specifications may be examined at the Building Materials & Construction Industries Division, BDSA, 306, Room 4002, Department of Commerce, Washington 25, D.C.

Three copies of the tender are available for $433.50 each at the Commercial Office, Embassy of the U.A.R., 2215 Wyoming Ave., NW., Washington 8, D.C.

Bids should be addressed to the General Organization for Desert Reclamation, 70 Goumhoria St., Cairo, Egypt, U.A.R.

Bids requested in Australia for metal clad switchgear

The Electric Supply Committee of the Melbourne City Council is inviting bids for the supply of 11-kv. metal clad switchgear.

Tender 3E/63 includes two hundred 400-amp. extensible earthing and isolating switch units; 140 bus bar end caps; 140 bus bar chamber joints; 20 bus bar cable boxes; one hundred 400-amp. non-extensible isolating and earthing switch units and spare parts.

Bids should be sent to the Melbourne City Council, Electric Supply Department, Melbourne Town Hall, Melbourne, Victoria, Australia. Bids will be accepted until March 20.

A copy of the specifications is available on loan from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

195 Small Arms

SOUTH AFRICA—Small arms. J. F. King, Ltd. (retailer, importing distributor), 343 West St., Durban, Natal.

196 Small Arms Ammunition

SOUTH AFRICA—Small arms ammunition. J. F. King, Ltd. (retailer, importing distributor), 343 West St., Durban, Natal.

200 Food

BARBADOS—Hams, butts and picnics, smoked and tropically cured; pineapple juice and slices; pickled beef and pork in 200 lb. barrels; frozen packaged foods including prepared dinners and pies; whole frozen chickens and chicken parts; small frozen turkeys. J. A. Marson & Son, Ltd. (commission agency), James St., Bridgetown. WTD 1/9/63.

BELGIUM — Canned soups, especially lobster bisque; all kinds of sauces. S.P.R.L. Sodexpan (importer, exporter), 1a, rue du Bastion, Brussels.

ENGLAND—Feeding cereals, particularly barley and oilcakes. Direct purchase and agency. Huth Produce Sales (U.K.), Ltd. (importer, exporter, commission merchant), 3 Lombard St., London, EC.3. WTD 2/21/62.

206 Sugar

SAUDI ARABIA — Sugar packaged for direct sale to consumers. Red Sea Shipping Co. (handling agent, broker, commission agent), P.O. Box 648, Jidda. WTD 1/12/63.

220 Textile Mill Products

BARBADOS—Dress materials; khaki cloth and ends suitable for men's shirts and pants. J. A. Marson & Son, Ltd. (commission agent), James St., Bridgetown. WTD 1/9/63.

224 Narrow Fabrics

VENEZUELA—Ribbons. Direct purchase and agency. Emiro Chacin (sales agent), P.O. Box 2422, Caracas. WTD 1/14/63.

230 Apparel

BARBADOS—Ladies' dresses of manmade fibers and cotton. J. A. Marson & Son, Ltd. (commission agent), James St., Bridgetown. WTD 1/9/63.

238 Miscellaneous Apparel

PAKISTAN—Men's leather, plastic and other kinds of belts. Manzoor General Imports Co. (importing distributor, wholesaler), 9 Umar Bldg. A.M. 10, Frere Rd., Karachi 1.

240 Lumber, Wood Products

ITALY—Black walnut, fir and oak logs; hemlock, pitch pine and Douglas fir rough lumber; cottonwood and poplar logs for paper mills; requests replies in Italian or French. Nuccio Candellero (importer, wholesaler), I, Via Cavour, Vigone (Turin). WTD 7/27/60.

249 Miscellaneous Wood Products

GREECE—Cork board insulating material; 20% down payment with long term credit or possibly through third party to handle financing. Alexander Baltas S/A (ice plant with cold storage lockers), 188 Monastiriou St., Thessaloniki.

251 Household Furniture

AUSTRALIA — Complete or partially complete furniture to complement its present line of custom-made furniture; partially complete furniture to be assembled in its workshops. Fredericks Showroom-Gallery (manufacturer, designer), 7 Blanche St., St. Kilda, Melbourne. WTD 10/17/62.

252 Office Furniture

INDONESIA—Office furniture. Direct purchase and agency. P. T. Eximin Trading Co., Ltd. (importing distributor), 34 Pintu Besar Selatan, Djakarta. WTD 12/20/62.

254 Shelving, Store Fixtures

BARBADOS—Display shelves and cases for supermarkets. J. A. Marson & Son, Ltd. (commission agent), James St., Bridgetown. WTD 1/9/63.

260 Paper

GERMANY—Newsprint, art print paper, other printing paper, writing paper; requests replies from manufacturers only, in German. Direct purchase and agency. F. O. W. Fischer (importer, exporter), Reinsburgstr. 96A, Stuttgart-W.

262 Paper Mill Products

INDONESIA—Kraft paper, cellophane. Direct purchase and agency. P. T. Eximin Trading Co., Ltd. (importing distributor), 34 Pintu Besar Selatan, Djakarta. WTD 12/20/62.

264 Converted Paper, Paperboard Products

CEYLON—Wrappers for cigars, about $10.000 annually. Thamsher & Co. (manufacturer), 215 Dam St., Colombc 12. WTD 1/11/63.

281 Industrial Chemicals

CEYLON—Flavoring essences for cigars, about $2,000 annually. Thamsher & Co. (manufacturer), 215 Dam St., Colombo 12. WTD 1/11/63.

GERMANY—Calcium chloride for ice remover, 15-20,000 kilos. Chemische Fabrik Albert Naegele (manufacturer, wholesaler), 92 Boeblinger St., Stuttgart-S. WTD 12/14/62.

Anti-corrosion compounds. Mineraloel-Import-Gesellschaft Otto Weck GmbH (manufacturer, importer, wholesaler), Postfach 630, 565 Solingen-Ohligs. WTD 1/9/63.

● **IRAN**—Vanadium pentoxide (V_2O_5), 700 kilograms, in pill form, diameter 10mm., height 10 mm., for catalyst use for contact-type oleum plant. Bid deadline Feb. 20. Bids to be addressed to Edareh Taslihate Artech, DT/Section, Ave. Jale, Teheran. (Armament Department of the Imperial Iranian Army).★ (Telephone: WO 7-3468.)

SOUTH AFRICA—Calcium hypochlorite (80% available chlorine) in powder, granular and tablet form; algicides and other water purification chemicals. Direct purchase and agency. Hickman & Kleber (Pty.), Ltd. (importing distributor, manufacturer's agent), P.O. Box 2805 or 271 Umbilo Rd., Durban, Natal. WTD 3/24/61.

Industrial and specialty chemicals. Direct purchase and agency. John Beith (Chemicals & Sales) Pty., Ltd. (importing distributor, manufacturer's agent), P.O. Box 280, Durban, Natal. WTD 12/21/62.

VENEZUELA—Industrial chemicals. Direct purchase and agency. Dr. Otto Kuebel (importer, commission merchant, sales agent), Edificio Sandrita, Avenida El Retiro, Urb. Avila, Caracas. WTD 1/14/63.

Chemicals and raw materials used in manufacture of cosmetics. Direct purchase and agency. Marsan, S.A. (importer, manufacturer, wholesaler, sales agent), P.O. Box 10165, Sabana Grande or Edificio Centro Industrial, Avenida Principal Los Cortijos de Lourdes, Caracas. WTD 1/11/63.

282 Plastics Materials

GERMANY—Plastic material necessary for manufacture of swimming pools; requests replies from manufacturers only. Direct purchase and agency. Keramikhof Irdenbrand (manufacturer, exporter), Issum 322, 4171 Sevelen Kr. Geldern. WTD 1/15/63.

● **GREECE**—24,000 kgs. self-extinguishing, high acetyl grade cellulose acetate moulding powder, medium hard, for meter boxes. Tender PAP/878, bid deadline Feb. 20. Public Power Corp., Athens-Piraeus Division, 4 Korai St., Athens, Attention: Purchasing Department.★ (Telephone: WOrth 7-3529.)

283 Drugs

CEYLON—Antibiotics, such as penicillin, streptomycin, tetracyclin, sulphanamides; requests replies from manufacturers only. The Cooperative Wholesale Establishment (importing distributor), 50, Sir James Peris Mawatha, Colombo 2. WTD 10/19/61.

● **CHILE**—Cocaine HCl, 2kg; ethylmorphine, 35 kg.; morphine HCl, 6 kg., ephedrine HCl, pilocarpine and procaine HCl. Bids open Feb. 19. Proposal 2-I/63. Servicio Nacional de Salúd, Avenida Matta 644, Santiago.★ (Telephone: WO 7-2239.)

284 Soap, Cleaning Preparations, Perfumes, Cosmetics

INDONESIA—Perfumes and cosmetics. Direct purchase and agency. P. T. Daeng Tompo Trading Co. (importing distributor, manufacturer), 8 Djalan Bank, Djakarta. WTD 12/20/62.

PAKISTAN—Cosmetics; toilet requisites. Manzoor General Imports Co. (importing distributor, wholesaler), 9 Umar Building A.M. 10, Frere Rd., Karachi 1.

291 Petroleum Refining

GERMANY—Base oils for regenerating, branded motor oils and additives. Mineraloelwerke Albert Sengewald (refiner, importer, wholesaler), Dedenhausen ue. Lahrte, Hann.

Compound oil for metal working, additives for improving mineral oil. Mineraloel-Import-Gesellschaft Otto Weck GmbH (manufacturer, importer, wholesaler), Postfach 630, 565 Solingen-Ohligs. WTD 1/9/63.

Softeners derived from petroleum for rubber and cable industries in drums containing 220-260 kilograms. Klaus Dahleke (importer), Frenssenstr. 53, Hamburg-Blankenese.

295 Paving, Roofing Materials

GREECE—Roofing and cladding materials for metal skeleton buildings. Direct purchase and agency. Dexion Hellas A.E. (manufacturer, importer, sales agent, exporter), 8 Hermou St., Athens (126). WTD 1/14/63.

307 Miscellaneous Plastics Products

INDONESIA—Plastic household wares. Direct purchase and agency. P. T. Eximin Trading Co., Ltd. (importing distributor), 14 Pintu Besar Selatan, Djakarta. WTD 12/20/62.

RHODESIA, NYASALAND — Polyethene spray bottles, side spray, 3 oz. (100 cc.), for applying perfume and hair lacquer. W. & W. Distributors (Pvt.), Ltd. (distributor, manufacturer), P.O. Box 1756, Salisbury, Southern Rhodesia. WTD 1/9/63.

311 Leather Tanning

ISRAEL—Alligator and other reptile leathers made up in strips of 1" width and on rolls of 30 yd. length, shades coffee-brown or gold-brown; requests price quotations c.i.f. Tel Aviv with sample cutting. "Israel Mastercraft" (exporter, manufacturer), P.O. Box 14158, Tel Aviv. WTD 3/22/62.

314 Footwear

BARBADOS—Low cost ladies' shoes. J. A. Marson & Son, Ltd. (commission agent), James St., Bridgetown. WTD 1/9/63.

321 Flat Glass

INDONESIA—Window glass. Direct purchase and agency. P. T. Eximin Trading Coy, Ltd. (importing distributor), 34 Pintu Besar Selatan, Djakarta. WTD 12/20/62.

322 Glassware

VENEZUELA—Table glassware. Direct purchase and agency. Emiro Chacin (sales agent), P.O. Box 2422, Caracas. WTD 1/14/63.

329 Abrasive, Miscellaneous Nonmetalic Mineral Products

ECUADOR—Sandpaper, cloth-backed sanding belts for processing wood products. Industrias Arte Practico, S.A., (wooden novelty manufacturer), P.O. Box 146, Cuenca. WTD 1/11/63.

331 Steel Mill Products

■ **INDIA**—Steel materials, consisting of cycle chain, ½" x ⅛", inner and outer plate, roller, bush, bearing pin; B.S.S. No. 3, ⅜" pitch, simplex and duplex industrial; B.S.S. No. 6 & 7, ½" pitch, industrial. Loan 217; U.S. source. IL#DL/55/838/02 101/0363. Bid deadline Feb. 28. T. I. Diamond Chain, Ltd. Ambattur, Near Madras, Cable: T. I. Diamond Chain, Ltd.

■ Tinplate, 2,556 metric tons. Loan 217; U.S. source. IL#BL/55/3/031101/2. Bid deadline Feb. 28. California Texas Oil Corp., on behalf of Caltex (India), Ltd., P.O. Box 155, Bombay 1.★

■ M.S. hot rolled rimmed quality ¼" wire rods, suitable for drawing into wire for arc welding electrodes. Loan 217; U.S. source. IL#DL/55/735/03101/0003; IL#DL/55/735/02101/0574; IL#DL/55/735/02101/0229. Bid deadline Feb. 28. Modi Vanaspati Mfg. Co., Modinagar, Cable: KOTOGEM.★

■ High carbon steel wire rods with 0.45% minimum carbon for manufacture of prestressed concrete wire. Loan 217; U.S. source. IL#DL/55/1123/02 1 01/0228. Bid deadline Feb. 24. Tensile Steel, Ltd., 198

Churchgate Reclamation, Jamshedji Tata Rd., Bombay 1.

■ AISI 304 type hot rolled annealed and pickled stainless steel bars in boxes for export, ⅛" Rd. x 36/48", about 1,600 lbs; ¾" Rd. x 36/48", 1,600 lbs; 5/16" Rd. x 36/48", 600 lbs.; ⅜" x 36/48", 600 lbs.; precision stainless steel tubes, cold drawn seamless, about 1 ton; stainless steel perforated sheets and/or strips; stainless steel balls of ⅛", 5/16", ⅜", 7/16", ½" diameter; threading dies, all types and sizes, including taps and die sets of various sizes and thread forming tools; adjustable reamers, size ¼" to 3". Loan 217; U.S. source. IL#A.594000/61. Ref. 65(28)/62-AID(1). Bid deadline Feb. 20. Mody Industries (Foreign Collaboration) Pvt., Ltd., 63 Bhawanishankar Rd., Dadar, Bombay 28.

■ Hard rolled round edged bright steel strips, flat spring steel sheet, high tensile spring steel wire. Loan 217; U.S. source. IL#DL/55/1059/02101/0153. Bid deadline Feb. 25. Forbes Forbes Campbell & Co., Ltd., Forbes Bldg., Home St., Fort, Bombay 1.★

■ Hot rolled, cold rolled, soft annealed tape for armouring paper insulated power cables. Loan 217; U.S. source. IL#DL/55/1003/02101/0110. Bid deadline Feb. 28. Industrial Cables (India), Ltd., National Insurance Bldg., Parliament St., New Delhi 1.★

■ Prime quality stainless steel sheets and plates, hot rolled, annealed and pickled, AISI Type 316, 2D finish, packed in completely enclosed wooden skids. Loan 217; U.S. source. IL#DL/55/298/02 301/0154. Bid deadline Feb. 28. Dalal Engineering Private, Ltd., Chinchavli, Malad, Bombay 64.★

INDONESIA—Metal construction materials, such as iron reinforcing rods and bars, T-bars; tinplate; galvanized iron sheets. C. V. Hasan (importer), Kalimati Kulon No. 33, Surabaya. WTD 10/24/62.

Galvanized iron sheets. Direct purchase and agency. P. T. Eximin Trading Coy, Ltd. (importing distributor), 34 Pintu Besar Selatan, Djakarta. WTD 12/20/62.

■ **PAKISTAN**—Prime coke hot dipped tinplate, U/A 1.25 lbs., tin coating, 107/108 lbs., base weight in sizes 18-¾" x 28", 66% and 20" x 30", 34%; galvanized iron wire BWG 8. Loan 7; U.S. source. S/A No. RM 036210. Credit amount $26,695. Bid deadline Feb. 24. E. M. Oil Mills & Industries, Ltd., 33 Lakhmi Bldg., Bunder Rd., Karachi. Cable: MORALITY, Karachi.

■ C.R.C.A. sheets, 14 to 30 B.G.; AST, A3666/58T, $18,900; m.s. plates, 5/16 to 1", ASTM415/58T, $12,600; tinplates, prime coke, 18¾ x 28 and 20 x 30 x 30G, $10,500; m.s. joists, 7 x 4, 10 x 4⅝ x 12 x 5, ASTM A-7, $9,450; g.p. sheets, 1.25 oz. coating, zinc, 8 x 3—18 BG, commercial quality, $2,730. Loan 7. U.S. source. S/A No. RM 041450. Credit amount $54,180. Bid deadline Feb. 24. Noor Steel Importers, Khori Garden, Karachi 2, Cable: NOORSTIMP.

■ Hot rolled mild steel strips, size 5⅛" x 10 BG, in coils. Loan 7; U.S. source. S/A No. RM 057342. Credit amount $22,444. Bid deadline Feb. 21. Fabrication, Foundry & Engineering Works, 419/20 Industrial Area, Tejgaon, Dacca. Cable: PIONEERS, Dacca.

■ M.S. billets in length of 18 ft. or above. Standard SAE 1020, 1025 with heat marked die stamped on each billet, accompanied by works test certificate. c&f Karachi. Loan 7; U.S. source. S/A No. RM 040160. Credit amount $16,380. Bid deadline Feb. 20. Friends Steel Re-Rolling Mills, Dhobighat, Shalimar Rd., Lahore. Cable: FRIENDS CARE "MATCHLESS," Lahore.

■ Foundry grade pig iron, analysis, C. 3.5 to 4%, Si. 1.5 to 3.5%, Mn. .5 to 1.25%, Ph. 0.40% max., Su. 0.05% max. Loan 7; U.S. source. RM 040619. Credit amount $10,710. Bid deadline Feb. 20. Malik Mohammed Din & Sons, 43 The Mall, Lahore. Cable: MALIK, Lahore or Karachi.

■ Pig iron, Si. 1.50 to 4.00%, C. 3.5 to 4.5%, .6 to 2.00%, Su. 0.04 to 0.05%, Ph. 0.10 to .80%. Loan 7; U.S. source. S/A No. RM 040595. Credit amount $21,000. Bid deadline Feb. 20. Siddiq Brothers Engineering Works (Regd.), Abdullahpur, Lyallpur, West. Cable: SIDDIQBROS.

■ Mild steel plates, galvanized corrugated sheets, mild steel sheets, prime coke tinplates. Loan 7; U.S. source. S/A No. RM 040191. Credit amount $252,000. Bid deadline Feb. 22. Malik Mohammed Din & Sons, Writers Chambers, Dunolly Rd., Karachi. Cable: MALIK.★

335 Rolling, Drawing, Extruding of Non-Ferrous Metals

● **IRAN**—Two thousand miles of coated bobbinless telephone wire in one mile long pieces; tenders should be submitted "In connection with Advertisement No. 3 concerning purchase of telephone wire"; bid deadline Feb. 18. Tenders should be addressed to Distribution Office of the Army Communication Department, Jamshidieh, Tehran.★ (Telephone: WOrth 7-2162.)

336 Nonferrous Foundries

GERMANY—Lawn mower housings of aluminum castings; drawing available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675); requests replies in German. Carl Schlemper (manufacturer), Postfach 39, 565 Solingen-Ohligs. WTD 12/18/62.

INDONESIA—Cast aluminum household wares. Direct purchase and agency. P. T. Eximin Trading Coy, Ltd. (importing distributor), 34 Pintu Besar Selatan, Djakarta. WTD 12/20/62.

341 Metal Cans

RHODESIA, NYASALAND—Aerosol cans, 8 and 16 oz., for hair lacquer. W. & W. Distributors (Pvt.), Ltd. (distributor, manufacturer), P.O. Box 1756, Salisbury, Southern Rhodesia. WTD 1/9/63.

342 Cutlery, General Hardware

ECUADOR—Light weight hardware such as hinges, locks, ornaments, tacks; toy mechanisms such as wheels and motors. Industrias Arte Práctico, S.A. (wooden novelty manufacturer), P.O. Box 146, Cuenca. WTD 1/11/63.

INDONESIA—General metal hardware goods, such as locks and hinges. C. V. Hasan (importer), Kalimati Kulon No. 33, Surabaya. WTD 10/24/62.

Non-electric can openers, cutlery items, kitchen and household aids. Direct purchase and agency. P. T. Eximin Trading Coy, Ltd. (importing distributor), 34 Pintu Besar Selatan, Djakarta. WTD 12/20/62.

344 Fabricated Structural Metal Products

BELGIUM—Stainless steel sections used in manufacture of metal door and window frames. Sobinco, P.V.B.A. (manufacturer, wholesaler), 80 Zultesteenweg, Waregem. WTD 1/10/63.

GREECE—Metal construction materials for prefabricated buildings (prefabricated whole framework or elements and parts). Direct purchase and agency. Dexion Hellas A.E. (importer, exporter, sales agent, manufacturer), 8 Hermou St., Athens (126). WTD 1/14/63.

346 Metal Stampings

GERMANY—Lawn mower housings made of rolled steel; requests replies in German; drawing available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Carl Schlemper (manufacturer), Postfach 39, 565 Solingen-Ohligs. WTD 12/18/62.

INDONESIA—Household wares of stamped and spun aluminum, stainless steel, and other stamped metals. Direct purchase and agency. P. T. Eximin Trading Coy, Ltd. (importing distributor), 34 Pintu Besar Selatan, Djakarta. WTD 12/20/62.

351 Engines, Turbines

● **CEYLON** — Construction and maintenance for specified time of Minneriya Hydro Electric Scheme, bid deadline April 9. Department of Government Electrical Undertakings, Government of Ceylon, P. O. Box 540, Colombo. Specifications available from Ceylon Embassy, 2148 Wyoming Ave., NW., Washington 8, D.C., for tender deposit of $52.52 (refundable) and $10.51 (non-refundable fee). One copy of specifications for review only in Room 4124, Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

■ **INDIA**—Flash type steam generator, capable of developing full pressure and evaporating capacity within 2 minutes from cold to start. Loan 157; U.S. source. IL#898122/DLF-157/61. Ref. 4(230)/62-AID-II. Bid deadline Feb. 24. National Steel Equipment Co., Near Police Training School, Naigaum Rd., Dadar, Bombay 14.★

■ Steam turbine/V turbine generator, project 4045-N(A), D/ENQ/575; turbine generator/V, project 4045-N(B); condenser/V, steam condenser, D/ENQ/577; cooling tower/V, project 4045-N(D). Loan 217; U.S. source. Bid deadline extended to March 5 by India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Previously published in INTERNATIONAL COMMERCE, Nov. 19, 1962, with bid deadline Dec. 28, 1962.

● Miscellaneous spare parts, GM 4-71 Diesel and Ingersoll Rand compressor. Tender S.E. 605, bid deadline March 8. Copies of tender available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

● **KUWAIT**—Civil engineering and building of steam power station of approximately 200 mw. generating capacity at Shuwaikh, bid deadline April 1. Ministry of Electricity & Water, Kuwait, State of Kuwait. Tenders may be obtained for $84 from Ministry of Electricity & Water, Mubarak al Kabir St., Kuwait, or inspected at Kuwait Embassy, 2500 Calvert Street, Washington, D.C. Only international companies registered by the Government of Kuwait may participate.

VIET-NAM—Gasoline motors, 2 to 10 hp., with or without possibility of use with kerosene fuel. Saigon Motors (importer, distributor, agent), 178 boulevard Tran Hung Dao, Saigon. WTD 5/23/62.

353 Materials Handling Machinery

AUSTRALIA—Self-propelled beach cleaning machine which scoops up sand to a depth of 2', removes litter, and discharges screened sand back to beach. Coates & Co. Ltd. (manufacturer, engineer), 57-61 Sandown Rd., Springvale, Victoria. WTD 10/31/62.

354 Metalworking Equipment

■ **INDIA**—Garage tools and equipment for servicing of Chrysler group vehicles. Loan 217; U.S. source. IL#A.592101/61/AU-DW/CCI/HQ/RM. Ref. No. 61(10)/62-AID (1). Bid deadline Feb. 25. Premier Automobiles, Ltd., Agra Rd., Kurla, Bombay 70.★

■ Hydraulic piercing units with hydraulic pressure generators, 4. Loan 217; U.S. source. IL#AU/GL/MTC/56/DLF/217/962. Ref. 63(233)/62-AID(1). Bid deadline Feb. 23. Tata Inc., 425 Park Ave., New York 22, N.Y., agents of purchaser. Cable: TATAINC, New York.

■ Machine tools, roll grinding machine and accessories. Loan 217; U.S. source. IL#AU/GL/MTC/41/DLF-217/962. Ref. 63(219)/62-AID(1). Bid deadline Feb. 25. Union Carbide India, Ltd., 1 & 3 Brabourne Rd., Calcutta 1. Cable: UNICARBIDE.★

■ Tapeless veneer splicer with infinitely variable speed motor. Loan 217; U.S. source. IL#AU/GL/MTC/48/DLF-217/962. Ref. 63(245)/62-AID(1). Bid deadline Feb. 24. Travancore Timber & Products, P.O. Box 6, Kottayam, Kerala. Cable: TIMBEROD, Kottayam.★

■ English make 1½" collet capacity Colchester capstan lathe, complete with 3 hp. electrical equipment, suitable for 440/3/50 a.c., electric motor, 5-station capstan head, lever operated Brunerd multisize collet chuck with set of round bore collets, coolant pump and piping, 4-way automatic indexing turret toolpost, turret type stops. Loan 144; worldwide. Ref. NSIC/HP/2B-3131/62. Bid deadline Feb. 22. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

■ Machine tools, motorized profile gas cutting machine; motorized horizontal boring machine and motorized cup wheel surface grinder. Loan 217; U.S. source. IL#AU/GL/MTC/38/DLF/217/962. Ref. 63(216)/62-AID(1). Bid deadline Feb. 23. The Crescent Iron & Steel Corp., Ltd., The Industrial Estate, Laibaug, Bombay 12.★

355 Special Industry Machinery

CEYLON—Reconditioned machinery for manufacture of cigars. Thamsher & Co. (manufacturer), 215 Dam St., Colombo 12. WTD 1/11/63.

ECUADOR—Wood shapers, sanders, multiple head drilling presses, lathes, copying lathes, sharpening machines. Industrias Arte Práctico, S.A. (wooden novelty manufacturer), P.O. Box 146, Cuenca. WTD 1/11/63.

INDIA—Machine of special construction for soaked tissues, medical swabs, or similar products, with synchronized folding machine and soaking apparatus; machine capable of packaging, in pouch form, sterile hypodermic needles packed in alcohol-soaked packing material; specifications: fully automatic from reel, with simultaneous production, folding and feeding of crepe paper from reel; accessories: folding machine and soaking apparatus with dosing pump; wrapping material: all types of heat sealing materials; pack sizes: according to requirements, sizes within 60 x 60 mm. up to 150 x 150 mm. max.; output: approximately 40-60 packs per minute depending upon size; 1 operator; drive: 2.5 hp. electric motor with gearless variable speed transmission; requests initial correspondence be addressed to Mahesh Das Mundhra, 18-20 St. Andrews St., London, E.C.4, England. Balgopal Mundhra & Co. (manufacturer), 9 Old Court House St., Calcutta 1.

■ Airline ticket printing machinery. Loan 157; U.S. source. IL#989735/DLF-157/61. Ref. 4(177)/62-AID.II. Bid deadline Feb. 20. Kores (India), Ltd., Plot No. 10, off Haines Rd., Worli, Bombay 18. Cable: KORESCARBO, Bombay.★

■ Heavy duty rod breakdown machine, complete, suitable for drawing aluminium and copper wire, 5/16" copper inlet and ⅜" aluminium inlet, wire size, range from 8 to 14 B & S. Gauge, max. operating speed from 3,000 to 5,000 ft. per minute, spooler capacity having 1,000 lbs., electrics should be 440 volts, 3 phase, 50 cycles, complete with starters and motors. Loan 157; U.S. source. IL#990063. Ref. 4(65)/62-AID.II Bid deadline Feb. 20. Davidayal Cable Industries Pvt., Ltd., Gupta Mills Estate, Reay Rd., Bombay 10.

■ 6 and 12 mold air driven glass pressing machines; glass block sealing machine with takeout, decorative design, molds of different types and sizes with spares and accessories; Corhart ZAC refractories tank blocks in various shapes and sizes. Loan 157; U.S. source. IL#990698/DLF/157/61/HQ.CG-III. Ref. 41(473)/61-AID-II. Bid deadline Feb. 25. Shree Vallabh Glass Works, Ltd., Bombay. Cable: YASHVADHO.★

INDONESIA—Tanning and leather processing equipment. Direct purchase and agency. Firma Bandar Sepuluh (importing distributor, manufacturer), 164 Djalan Gadjah Mada, Djakarta. WTD 11/30/62.

IRAN—Machinery for packaging of sterilized, absorbent cotton wool for medical and other purposes; cotton wool to be processed from bale and packaged in plastic bags in sizes of 50, 100, and up to 500 grams weight; packaging operation as fully automatic as possible. Reza Mohtashemi (importer, commission merchant, sales agent), Khiaban Chahar Bagh, P.O. Box 16, Isfahan. WTD 1/2/63.

IRAQ—Machinery to produce 10 million wooden lead pencils annually; requests replies from manufacturers only with catalogues and price quotations. Ramex Jabouri Ghazoul (importer, contractor, trucker), Mosul.

NETHERLANDS—Filling and dosing machinery for liquid, paste, powder or granular materials; machinery for paint industry; machinery for bakery industry; machinery for dehydrating fruit and other types of foodstuffs; requests literature and price quotations. Direct purchase and agency. "Altabo" Algemene Industrie Onderneming (sales agent), 28 Melkmanstraat, Amsterdam.

TURKEY—Complete plant for manufacture of brooms. Aksa Kollektif Sirketi Nazmi Akin ve Seriki (importer, wholesaler), Muhurdarzade Han No. 318, Sirkeci, Istanbul. WTD 3/26/62.

UGANDA—Machinery for glucose: complete plant for extracting, drying and reproducing glucose from corn and potatoes. Badiani & Co. (general merchant, commission agent), P.O. Box 780, Jinja. WTD 1/3/63.

356 General Industrial Machinery

● **IRAN**—Centrifugal pumps, 6, for sulfuric acid at 50°C, 100 litres per minute, 220/60, bid deadline Feb. 24. The Armament Department of the Imperial Iranian Army, Avenue Jaleh, Tehran.★ (Telephone: WO 7-5589.)

● Ventilator, one high pressure, to handle 20-30 cubic meters per minute acid fumes. Bid deadline Feb. 18. The Armament Department of the Imperial Iranian Army, Avenue Jaleh, Tehran.★ (Telephone: WO 7-5589.)

SOUTH AFRICA—Complete fire prevention equipment, 5-6 units, electronic, ionization or other types; suitable for big garages and store rooms with highly inflamable merchandise; 380/3/50 volt a.c. available current; requests literature and would appreciate references. Arex Technical Agencies (manufacturer's agent), P.O. Box 1505, Cape Town. WTD 5/29/62.

● **SUDAN**—Air conditioning units, ten 15,000 B.T.U./hr., three 50,000 B.T.U./hr. capacity, suspended or floor type to work on 415/240-volt 3-phase 4-wire systems, 50-cycle. Tender 2775 due Feb. 28. Office of Controller of Stores, Atbara, or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W. 1.★ (Telephone: WOrth 7-5589.)

● **UNITED ARAB REPUBLIC**—Kilns, 2, oil fired, for revivifying animal charcoal, capacity 40 tons each of exhausted animal charcoal per 24 hours. Bids shall include all machinery refractory brick and equipment, plus engineering and supervision of erection on job site. Tender SE-6087, due Feb. 26. Société des Sucreries et de Distillerie d'Egypte, 12 Gawad Hosni St., Cairo.★ (WO 7-5589.)

357 Office, Computing, Accounting Machines

GERMANY—Electronic measuring and recording instruments: XY plotters; analog to digital converters; digital to analog converters; multichannel recorders; strip-chart recorders; recording instruments; magnetic tape recorders for data storage 0-10,000 cps; transducers: accelerometers, pressure, strain, force, motion, displacement; requests replies from manufacturers only with c.i.f. Duesseldorf price quotations. Direct purchase and agency. Dr. Richard Beckers—Elektronik-Messtechnik (importer, manufacturer's agent), 4 Klopstockstr., 4 Duesseldorf. WTD 1/11/63.

INDONESIA—Office equipment. Direct purchase and agency. P. T. Eximin Trading Coy, Ltd. (importing distributor), 34 Pintu Besar Selatan, Djakarta. WTD 12/20/62.

358 Service Industry Machines

GREECE—Refrigerating equipment; 20% down payment with long term credit or possibly through third party to handle financing. Alexander Baltas S/A (ice plant with cold storage lockers), 188 Monastriou St., Thessaloniki.

■ **PAKISTAN**—"Crane" Capitalaire packaged (self-contained) air conditioner 5 hp. Model PV3-054; 3 nos. set of essential spare parts, such as thermostatic controls, overload protectors, freon gauges. Loan 53, U.S. source. IL#040024. Credit amount $13,640. Bid deadline Feb. 22. Starlite Cinema, Zoware Lodge, Shish Mahal Rd., Multan.★

360 Electrical Equipment, Supplies

● **BURMA**—Supply of miscellaneous electrical materials including lamp holders, floodlamps, spotlights, motor starters, tape recorders, freezers, pressure cookers. Tender 2/63(COM), bid deadline Feb. 23. Revolutionary Government of the Union of Burma, Electricity Supply Board, Commercial Department, 502 Merchant St., Rangoon. Copy of tender notice available on loan in Room 4124, Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

● Supply of miscellaneous electrical materials including lamp holders, floodlamps, spotlights, motor starters, tape recorders, freezers, pressure cookers. Tender 9/Ka-tha (Wa)-17/1962-63, bid deadline Feb. 28. Revolutionary Government of the Union of Burma, Electricity Supply Board, Commercial Department, 502 Merchant St., Rangoon. Copy of tender notice available for review only in Room 4124, Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

GERMANY—Electronic measuring instruments for radio and television sets, record players, and tape recorders; electronic accessories and construction elements for building such appliances, including ultrashortwave transmitters-receivers. Exclusive distributorship for direct purchase and commission agency for northern Germany. Schumacher & Volke (wholesaler, sales agent), Breitenweg 55, Bremen.

361 Electric Transmission, Distribution Equipment

● **NEW ZEALAND**—Supply of 4 single phase, double wound, 6,667 kv.-a., 110/19.05 kv., 50 cycle outdoor type, oil immersed transformers, tender 415 (reference 22/123/21), bid deadline April 23. New Zealand Electricity Department Private Bag, Wellington. Copy of specifications available for review only in Room 4124, Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

362 Electrical Industrial Apparatus

● **IRAN**—Supply of 50 single-phase, bridge type rectifiers for conversion of 160-220-v.a.c. to 6 and 12 v.d.c., tender reference "Advertisement No. 6," bid deadline Feb. 19. Distribution Office, Army Communication Department, Jamshidieh. Copy of notice and specifications available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

VIET-NAM—Electric motors, ¼ to 20 hp., single-phase, and three-phase, 50 cycles. Saigon Motors (importer, distributor, agent), 178 boulevard Tran Hung Dao, Saigon. WTD 5/23/62.

363 Household Appliances

VENEZUELA—Electrical household appliances, such as washing machines, refrigerators, floor polishing machines. Direct purchase and agency. Nicolas Udelman (importer, retailer), Avenida Miranda, Este 36, Maracay, Estado Aragua. WTD 1/14/63.

Small electrical appliances. Direct purchase and agency. Comercial Felce, C.A. (importer, wholesaler, retailer, sales agent), Avenida Presidente Medina 44, Caracas. WTD 1/11/63.

364 Electric Lighting, Wiring Equipment

GERMANY—Fluorescent tubes, incandescent bulbs. Exclusive distributorship for direct purchase and commission agency for Germany. Wilhelm Berding (importer, wholesaler, sales agent), Schulstr. 7, Bremerhaven. WTD 2/7/62.

Incandescent bulbs, fluorescent tubes. Exclusive distributorship for direct purchase or commission agency for Germany. "Jora" Elektrogrosshandel Joachim Rathje & Co. (wholesaler), Pelzerstr. 39, Bremen.

365 Radio, Television Sets

INDONESIA—Radios, phonographs. Direct purchase and agency. P. T. Daeng Tompo Trading Co. (importing distributor, manufacturer), 8 Djalan Bank, Djakarta. WTD 12/20/62.

VENEZUELA—Television sets. Direct purchase and agency. Nicolas Udelman (importer, retailer), Avenida Miranda, Este 36, Maracay, Estado Aragua. WTD 1/14/63.

369 Electrical Machinery

■ **INDIA**—Explosion-proof electric motors; explosion-proof motor starters; separate 2-way push buttons for remote control of starting and stopping operations; spare parts of petrol/kerosene engines; vertical electric motors for jet pumps; automatic controls for pumping sets; flexible shafts. Loan 217; U.S. source. IL#A. 588251/61/AU - DW/CCI/HQ/RM. Ref. 65(16)/62-AID(1). Bid deadline Feb. 25. Hindustan Industrial Corp., K-40, Connaught Circus, New Delhi 1. Cable: AUTOMATIC.★

371 Motor Vehicle Parts

■ **INDIA**—Parts for Chevrolet, Ford, Dodge, Fargo, Plymouth, Studebaker, International cars and trucks, Willys Jeeps. Loan 217; U.S. source. IL#E.119441/DLF/61. Ref. 60(355)/62-AID(1). Bid deadline Feb. 20. The Associated Auto Parts Pvt., Ltd., 445 Lamington Rd., Bombay 4. Cable: CHEVPARTS, GIRGAON.★

■ Parts for Willys and Jeep, GMC truck, Chevrolet. Loan 217; U.S. source IL#120-818/DLF/61/EI/B. Ref. 60(360)/62-AID(1). Bid deadline Feb. 20. Independent India Motor Co., VP Rd., Bombay 4.★

372 Aircraft, Parts

PAKISTAN—Small airplane capable of landing with cargo in rivers of East Pakistan. Kohinoor Chemical Co., Ltd. (importer, wholesaler, manufacturer), Burns Rd., Karachi. WTD 11/16/62.

383 Optical Lenses, Instruments

■ **SUDAN**—Binoculars, 20, optical, magnification 6, aperture of objectives 30.5 mm., field of view 8°, all internal lenses to be coated with anti-reflection film, separate focusing eyepieces; leather case complete with shoulder strap, lanyard. PIO/C No. 650-Y-99-AC-20256; limited worldwide source (899 Code). Bid deadline March 12. Republic of the Sudan, Director Survey Department, Ministry of Mineral Resources, P.O. Box 306, Khartoum.

384 Surgical, Medical, Dental Supplies

● **CEYLON**—Supply of 3 million yards, 36" wide, of gauze absorbent B.P.C. Bid deadline March 26. Chairman. Tender Board, Ministry of Health, Colombo.★ (Telephone: WOrth 7-2939.)

GERMANY—Medical diagnostic and controlling instruments for blood circulation; therapeutical instruments and apparatus for treatment of circulatory troubles; instrument for direct recording, frequency 0-50 Hertz; 1 and multichannel recorders for medical diagnostic purposes; requests replies from manufacturers only, preferably in German. Direct purchase and exclusive sales agency for West Germany and possibly France. B. Boucke, Ing.-Buero fuer Medizin-Elektronik (manufacturer), 34 Albrechtstr., 74 Tuebingen.

● **GREECE**—Supply of 1,000 masks for open air use, for protection against high toxicity agricultural chemicals. Estimated value $35,000. Tender 1727, bid deadline Feb. 27. Agricultural Bank of Greece, 23 El. Venizelou St., Athens.★ (Telephone: WOrth 7-2939.)

ITALY—Dental supplies and materials for dentists and dental laboratories, including dental instruments, porcelain teeth, dental cement and fillings; requests replies in Italian or French. Vittorio Santorre and Figlio (retailer, importer), Via Vitali No. 3, Catania.

● **NEW ZEALAND** — Recompression chamber. Tender SMQ—9405. Bid deadline March 7. Ministry of Works, P.O. Box 8024, Wellington. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. (Telephone: FEderal 8-8820.)

386 Photographic Equipment

INDONESIA—Cameras, projectors, film, related products. Direct purchase and agency. P. T. Daeng Tompo Trading Co. (importing distributor, manufacturer), 8 Djalan Bank, Djakarta. WTD 12/20/62.

394 Toys, Sporting Goods

BARBADOS—Fishing rods, manmade fiber lines, manmade fiber gill nets suitable for deep sea and surf fishing. J. A. Marson & Son, Ltd. (commission agent), James St., Bridgetown. WTD 1/9/63.

INDONESIA—Sporting and athletic goods, fishing equipment. Direct purchase and agency. P. T. Daeng Tompo Trading Co. (importing distributor, manufacturer), 8 Djalan Bank, Djakarta. WTD 12/20/62.

SOUTH AFRICA—Fishing tackle, sporting goods and toys. J. F. King, Ltd. (retailer, importing distributor), 343 West St., Durban, Natal.

VENEZUELA—Dolls. Direct purchase and agency. Emiro Chacin (sales agent), P.O. Box 2422, Caracas. WTD 1/14/63.

399 Miscellaneous Manufacturing Industries

GERMANY—Cleaning equipment for swimming pools, small pumps for gargoyles, heating equipment for swimming pools; requests replies from manufacturers only. Direct purchase and agency. Keramikhof Irdenbrand (manufacturer, exporter), Issum 322, 4171 Sevelen Kr. Geldern. WTD 1/15/63.

VENEZUELA—Advertising gift articles, publicity articles. Agencia Panamericana, C.A. (importing distributor, sales agent), Edificio Naco, Madrices a Ibarra, Caracas. WTD 3/15/62.

Household articles for gifts. Direct purchase and agency. Comercial Felce, C.A. (importer, wholesaler, retailer, sales agent), Avenida Presidente Medina 44, Caracas. WTD 1/11/63.

■ **UNITED ARAB REPUBLIC**—Air tools for boilers, heat exchangers and condensers maintenance; motors; condensers and heat exchangers tube cleaners, 2 for each size; tube expanders for tubes 1", ½", ⅝", 3½" and 6"; tube removal tool tubes 1", ½", ⅝", 1 for each size; combination boring and cut off tools with air driven motors for tubes 1", ¾", ½", ⅝", 1 for each size; Universal iron worker for punching, shearing, cutting, slitting, notching, coping without changing tools No. 1½; vertical bending roll No. 2; projective coating for pipes; 5,000 squares of tape in rolls width 9"; forklift trucks, 2; steam generators, 2; break pressure valves for pipelines, 24; 6" non-return valves for pipelines, 50; portable cranes on wheels having both height and width adjustment, 5; 20 tons table weighing machines, 2; diesel driven welding machines, 10; International truck tractors and trailers tandem unit, 2; transformer; h.t. incoming feeder panel 10.5; transformer l. t. side panel, 3.3 kv.; main feeding panel 3.3 kv.; outgoing feeder panels, 3.3 kv., 2. Loan 27; U.S. source. Bid deadline Feb. 28. Pipelines Administration, Mostorod, P.O.B. Heliopoliso, West, U.A.R., where all documents and quotations must be sent directly.★

509 Miscellaneous Wholesalers

GERMANY—Scrap of abrasive discs or old, unusable abrasive discs of aluminum oxide and silicon carbide; broker silicon carbide baking plates (used for baking ceramics and porcelain). Mineralien Mahlwerk Kuppenheim, Fritz Minhardt (manufacturer, exporter), 8 Adlerstr., Kuppenheim/Baden. WTD 1/8/63.

Rags and waste textiles as raw material for textile industry; requests replies in German. Adolf Trillhof (importer, exporter, wholesaler), 213 Hollaendische Str., Kassel.

MAURITANIA—Second-hand clothing for children and adults, including military uniforms and fatigue clothing; used but serviceable; baled and sold by weight; requests replies in French. SOCIEM (Société General de Commerce d'Importation et d' Exportation Mauritanienne), (general merchant, importer, exporter), B. P. 1083, Nouakchott.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

DENMARK—Groceries, particularly dried and canned fruits, rice, fruit juices, almonds and kernels, spices, raw materials for chocolate industry. G. Bang (agent), Vesterport 427, Copenhagen V. WTD 1/16/63.

220 Textile Mill Products

BARBADOS—Dress edgings and laces. J. A. Marson & Son, Ltd. (commission agent), James St., Bridgetown. WTD 1/9/63.

ENGLAND—Polyester fiber fabric, printed and plain; artificial silk, viscose material; hand printed cotton; pure silk, printed and plain; suitable for dresses, blouses, and underwear; particularly plasticized cotton gabardine fabric for rainwear. Charles Delby (sales agent), 779 Chelsea Cloisters, Sloane Ave., London, S.W.3. WTD 11/20/61.

RHODESIA, NYASALAND—Piece goods for men's trousers, particularly manmade fiber mixtures; dyed poplins, count of 160 per sq. inch, 3/5 of count must be in the warp; requests replies from manufacturers only. Worldwide Agencies (manufacturer's agent), P.O. Box 3274, Salisbury, Southern Rhodesia. WTD 8/5/60.

225 Knitwear

CANADA—Ladies' sweaters from overseas (Europe and Asia), preferably Italy and Hong Kong; Italian sweaters of better quality for department stores and specialty trade; Asiatic sweaters more moderately priced for department stores and volume trade. Distributorship for eastern Canada. Buddy Greisman Sales Agency (manufacturer's agent), 1435 St. Alexander St., Suite 1095, Montreal, Que. WTD 1/28/63.

228 Yarn

GERMANY—All sorts of yarns for processing by knitting and weaving mills. Heinrich Heise (sales agent, wholesaler), 2 Emmerichstr., 35 Kassel.

229 Miscellaneous Textile Goods

GERMANY—All accessories and parts necessary to manufacture chairs and upholstered furniture, such as upholstery filling material of all kinds and artificial leather; requests replies in German from manufacturers only with price quotations c.i.f. Bremen or Hamburg. Industrievertretungen Alwin Kirschner (importer, manufacturer's agent), 9 Auf der Helle, 4935 Hiddesen/Detmold. WTD 12/13/62.

ISRAEL—Manmade fiber tops. Exclusive agency. Eliezer Mandel (manufacturer's agent), 9 Jaffa Tel Aviv Rd., or P.O. Box 3044, Tel Aviv. WTD 5/25/61.

230 Apparel

BARBADOS—Ladies' and girls' wearing apparel, including hats. J. A. Marson & Son, Ltd. (commission agent), James St., Bridgetown. WTD 1/9/63.

240 Lumber, Wood Products

ITALY—Logs and lumber: black walnut, Douglas fir, oak, hemlock, pitch pine, fir, poplar, cottonwood and California walnut; requests replies in Italian or French. Exclusive agency. Nuccio Candellero (importer, wholesaler), I, Via Cavour, Vigone (Turin). WTD 7/27/60.

249 Miscellaneous Wood Products

RHODESIA, NYASALAND—Hickory handels for tools. Randalls (Rhodesia), Ltd. (manufacturer's agent), P.O. Box 1453, Salisbury, Southern Rhodesia. WTD 1/26/62.

252 Office Furniture

GHANA—Office equipment, particularly filing and index cabinets. Ghana National Trading Corp. (Government entity, importing, wholesaling, retailing), P.O. Box 67, Kwame Nkrumah Ave., Accra. WTD 3/30/62.

280 Chemicals, Allied Products

BRAZIL—Propylene glycol, diethylene glycol, triethylene glycol, poly glycols; metallic salts and other galvanizing chemical products; phosphoric acid, adipic acid; fertilizers. Scanbras—Industrial e Comercial, S.A. (agent, distributor), Rua Marques de Itu 70, 15° andar, Caixa Postal 8178, Sao Paulo. WTD 9/17/62.

GREECE—Industrial chemicals (raw materials); plastic materials such as PVC, polyethylene, polystyrene. N. D. Bessios (sales agent), 23 Praxitelous St., Athens. WTD 1/9/63.

281 Industrial Chemicals

IRAN—Complete line of dyestuffs for textile printing, particularly naphthol and pigment dyes; colors for wool industries: chrome and mordant colors, acid colors; dyestuffs for cotton and viscose staple fiber: vat dyestuffs, direct dyestuffs, sulphur dyestuffs for cotton, leuco derivatives of vat colors; dyestuffs for printing: naphthols, azoic colors, pigment dyestuffs, solubilized vat colors; requests replies from manufacturers only. Exclusive agency for Iran. Reza Mohtashemi (importer, commission merchant, sales agent), Khiaban Chahar Bagh, P.O. Box 16, Isfahan. WTD 1/2/63.

NETHERLANDS—All kinds of chemicals which can be used for water treatment or for other purposes in shipping. Dirkzwager Chemie N.V., Verzamelgebouw, "Rotterdam Zuid" (importer, exporter, manufacturer's agent), P.O. Box 5048 or Strevelsweg, Rotterdam.

UGANDA—Caustic soda, activated carbon. Exclusive agency. Badiani & Co. (general merchant, commission agent), P.O. Box 780, Jinja. WTD 1/3/63.

283 Drugs

IRAN—Ethical pharmaceuticals; requests replies from manufacturers only. Iran-Pharmic Co. (importer), 19 Goudarzi St., Serahe Shah, avenue Pahlavi, Tehran. WTD 1/10/63.

LEBANON—Pharmaceuticals. Agency for Lebanon and possibly other countries of Middle East. Orient Trust Co., S.A.L. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 5390 or Starco Center (South), Beirut. WTD 1/14/63.

284 Soap, Perfumes, Cosmetics

RHODESIA, NYASALAND—Ladies' and men's toiletries and cosmetics; inexpensive but good quality. Geddes, Ltd. (manufacturer's agent, importing distributor), P.O. Box 1691, Salisbury, Southern Rhodesia.

285 Paints, Varnishes, Lacquers, Enamels

NETHERLANDS—Marine paints and anticorrosion liquids. Dirkzwager Chemie N.V., Verzamelgebouw, "Rotterdam Zuid" (importer, exporter, manufacturer's agent), P.O. Box 5048 or Strevelsweg, Rotterdam.

UGANDA—Bleaching earth. Exclusive agency. Badiani & Co. (general merchant, commission agent), P.O. Box 780, Jinja. WTD 1/3/63.

286 Gum, Wood Chemicals

UGANDA—Rosin. Exclusive agency. Badiani & Co. (general merchant, commission agent), P.O. Box 780, Jinja. WTD 1/3/63.

291 Petroleum Refining

GERMANY—Synthetic and special lubricating oils and additives. Oskar Tiemann (importer, exporter, wholesaler, sales agent), Fontenay 1a, Hamburg 36.

Lubricating oils and additives. C. W. Eduard Brammer & Co. (sales agent), Blohmstr. 20, Hamburg-Harburg.

307 Miscellaneous Plastics Products

RHODESIA, NYASALAND—Plastic tablecloths. Worldwide Agencies (manufacturer's agent), P.O. Box 3274, Salisbury, Southern Rhodesia. WTD 8/5/60.

317 Handbags

BARBADOS—Ladies' and girls' bags. J. A. Marson & Son, Ltd. (commission agent), James St., Bridgetown. WTD 1/9/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

ITALY—Cloth, paper, strips, and wheels abrasives, requests replies from manufacturers only. Ambrogio Davide (sales agent), 3 Via Monte Bianco, Borgo San Pietro (Turin). WTD 8/28/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

UGANDA—Aluminum circles. Exclusive agency. Badiani & Co. (general merchant, commission agent), P.O. Box 780, Jinja. WTD 1/3/63.

342 Hand Tools

RHODESIA, NYASALAND—Shovels, fil-

ling axes. Randalls (Rhodesia), Ltd. (manufacturer's agent), P.O. Box 1453, Salisbury, Southern Rhodesia. WTD 1/26/62.

344 Fabricated Structural Metal Products

NETHERLANDS—Boilers, gas-fired. Elektro-Thos (importing distributor, exporter), P.O. Box 87 or 72 Talmastraat, Rotterdam 4.

353 Construction, Machinery

LEBANON—Machinery for construction of silos, airports, bridges, roads, and ports. Agency for Lebanon and possibly other countries of Middle East. Orient Trust Co., S.A.L. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 5390 or Starco Center (South), Beirut. WTD 1/14/63.

UAR (EGYPT)—Machinery to manufacture prefabricated reinforced concrete walls for home construction. Manufacturer's representative on retainer basis. Mohamed Labib Arnaout, 3 Abdel Azm St., Zamalek, Cairo. WTD 3/3/62.

354 Metalworking Machinery

ITALY—Twist drills; requests replies from manufacturers only. Ambrogio Davide (sales agent), 3 Via Monte Bianco, Borgo San Pietro (Turin). WTD 8/28/62.

355 Special Industry Machinery

GERMANY—All types of machinery for manufacture of mother-of-pearl and synthetic buttons. Exclusive agency on commission basis for Germany. Robert Kraemer & Co. GmbH (importer, exporter, manufacturer), Contrescarpe 58/61, Bremen. WTD 3/5/62.

ISRAEL—Spinning and weaving machinery; requests replies from manufacturers only. Exclusive agency. Eliezer Mandel (manufacturer's agent), 9 Jaffa Tel Aviv Rd. or P.O. Box 3044, Tel Aviv. WTD 5/25/61.

PORTUGAL—Carding and other textile machinery; requests replies from manufacturers only. Sociedade Comercial Carlos Farinha, Lda. (importer, distributor), 30-3° Rua dos Sapateiros, Lisbon 2. WTD 10/22/62.

356 General Industry Machinery

NETHERLANDS—Chemical feed pumps for marine or industrial purposes; apparatus for dosage, degassing, and iron elimination, especially for marine purposes. Dirkzwager Chemie N.V., Verzamelgebouw "Rotterdam Zuid" (importer, exporter, manufacturer's agent), P.O. Box 5048, or Strevelsweg, Rotterdam.

357 Office, Machines

GHANA—Office machines and equipment, particularly addressing machines. Ghana National Trading Corp. (government entity, importing, wholesaling, retailing), P.O. Box 67, Kwame Nkrumah Ave., Accra. WTD 3/30/62.

358 Service Industry Machines

GERMANY—Air conditioning, air purifying and ventilating equipment for industrial purposes; requests replies from manufacturers only. Ernst S. Glass (wholesaler, manufacturer's agent), 70 Sonnenwall, Duisburg. WTD 6/29/61.

NETHERLANDS—Apparatus for water softening used on ships; requests replies from manufacturers only. Dirkzwager Chemie, N.V., Verzamelgebouw "Rotterdam Zuid" (importer, exporter, manufacturer's agent), P.O. Box 5048 or Strevelsweg, Rotterdam.

360 Electrical Machinery

INDONESIA—Electronic equipment, including television component parts. P.T. Diesel Electric Indonesia, Ltd. (importing distributor, manufacturer), 29 Djalan Gunung Sahari, Djakarta. WTD 10/31/62.

371 Motor Vehicles

LEBANON—Motor cars, buses and trucks. Agency for Lebanon and possibly other countries of Middle East. Orient Trust Co., S.A.L. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 5390 or Starco Center (South), Beirut. WTD 1/14/63.

374 Railroad Equipment

LEBANON—Railway diesel and electric engines, railway wagons. Agency for Lebanon and possibly other countries of Middle East. Orient Trust Co., S.A.L. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 5390 or Starco Center (South), Beirut. WTD 1/14/63.

384 Medical Supplies

LEBANON—Medical and hospital instruments and supplies. Agency for Lebanon and possibly other countries of Middle East. Orient Trust Co., S.A.L. (importing distributor, manufacturer's agent commission merchant), P.O Box 5390 or Starco Center (South), Beirut. WTD 1/14/63.

386 Photographic Equipment

GHANA—Photocopying machines (infrared), ink and spirit duplicators, duplicating paper. Ghana National Trading Corp. (government entity, importing, wholesaling, retailing), P.O. Box 67, Kwame Nkrumah Ave., Accra. WTD 3/30/62.

IRAN—Positive and negative films; requests replies from manufacturers only. Fattal Trading Co. (importer), 20 Serai Kazemieh, Avenue Nasser-Khosrow, Tehran. WTD 1/8/63.

396 Pens

UGANDA—Ball point pens. Exclusive agency. Badiani & Co. (general merchant, commission agent), P.O. Box 780, Jinja. WTD 1/3/63.

Leads for Importers

Commodities are offered direct unless specified.

101 Iron Ores

UNITED ARAB REPUBLIC — Ilmenite ore. El Nasr Export & Import Co., 34 Adli St., Cairo. WTD 12/21/62. For specifications write to Commercial Intelligence Division, BIC, Room 1310, U.S. Department of Commerce, Washington 25, D.C.

209 Miscellaneous Food Preparations

GERMANY—Cod liver oil (USP) with guaranteed vitamin A contents for medical and veterinarian purposes. Direct or through agent. Bremer Tran- & Oilhandel Henry Lamotte, Bremen, Hohentorshafen/Dreieck.

FRANCE—Tomato paste (double concentrate, 28%, minimum) in tin cans of 1 lb., 15 oz., 4/4, or 10 lbs. 1 oz., net weight, each. Also canned French beans ("haricots verts extra fins"). Larroche Freres, 12 allees Lamartine, Villeneuve-sur-Lot, Lot-et-Garonne. WTD 1/24/62.

243 Plywood, Veneer

GERMANY—Plywood and veneers, all kinds. Fritz Begemann, Holtz-Importmakler, 3 Goebenstrasse, Postfach 224, 5 Koeln-1. WTD 1/18/63.

251 Household Furniture

HONG KONG—Rattan/plastic furniture. The Four Seas Co., Ltd., 414 Edinburgh House, Hong Kong. WTD 8/18/61.

281 Industrial Inorganic, Organic Chemicals

BELGIUM—"L M D" vacuum sealed mercury. Highest grade of purity, especially prepared and triple-distilled under vacuum guaranteed purity 99.99999% in special unbreakable L M D containers of 1 kilo. Used in following industries: electronic, aeronautical, nuclear research and atomic energy, and mechanical research laboratories. Edward Assasian, 90 avenue du Castel, Woluwe St. Lambert—Brussels. WTD 7/18/62.

283 Drugs

FRANCE—"Baume de Hollande de Menon," in 33-gram tin-tubes, a balsamic ointment, curative and alleviative, reportedly highly effective for treatment of burns, sprains, bruises, sores. "Holland Cream," in 125-gram plastic containers, a regenerative, protective and vitaminized skin cream. Laboratoire Pierre Siron, 212 rue de la Liberation, Marmande, Lot-et-Garonne. WTD 1/22/63. For descriptive leaflets write to Commercial Intelligence Division, BIC, Room 1310, U.S. Department of Commerce, Washington 25, D.C.

314 Footwear, Except Rubber

MALAYA—Plastic goods, including footwear, corrugated sheet, rigid pipes, plastic rainwear goods, hoses, cords, tubing. Malayan Industrial Plastics, Ltd., P.O. Box 351, Ipoh. WTD 1/8/63.

317 Handbags

HONG KONG—Plastic handbags. The Four Seas Co., Ltd., 414 Edinburgh House, Hong Kong. WTD 8/18/61.

346 Metal Stampings

GERMANY—Enamelled and chrome-nickel kitchenware. Rollmann & Tovar GmbH., 1-3 Ostbredenstrasse, 473 Ahlen/Westfalen. WTD 1/11/63. For brochures write to Commercial Intelligence Division, BIC, Room 1310, U.S. Department of Commerce, Washington 25, D.C.

396 Costume Novelties

HONG KONG—Plastic flowers. The Four Seas Co., Ltd., 414 Edinburgh House, Hong Kong. WTD 8/18/61.

398 Miscellaneous Manufacturing Industries

GERMANY—Steel bases for adaptation to chairs, instruments, appliances. H. W. Schmidt GmbH., Schliessfach 74, 473 Ahlen/Westfalen. WTD 1/15/63. For brochures write to Commercial Intelligence Division, BIC, Room 1310, U.S. Department of Commerce, Washington 25, D.C.

599 Retail Stores

GERMANY—Ceramic and bronze garden sculptures and gargoyles. Keramikhof Irdenbrand, 4171 Sevelen Kr. Geldern. WTD 1/15/63.

HONG KONG—Beaded goods and beaded leather goods. The Four Seas Co., Ltd., 414 Edinburgh House, Hong Kong. WTD 8/18/61.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

GUATEMALA—Large scale **housing project** planned under FHA system in Guatemala. Proposed project will consist of 4 types of dwellings to be known as L-1 through L-4, ranging in price from $4,800 to $8,300 per unit. Dwellings will be constructed of cinder block. Type L-4, to cost approximately $4,800, will consist of living-dining room area, 3 bedrooms, kitchen, main bathroom and service patio with washbasin; L-3 will have all features of L-4 plus service bath, maid's room, patio with washbasin and an enclosed laundry, and will sell for approximately $5,700; L-1, at cost of $8,300, will have all features of L-3 plus carport and garden; Type L-2, at cost of $6,800, will include all features of L-1 except carport. U.S. firms may contact Banco Inmobiliario, S.A., Guatemala, with reference to project Colonia Jardines de la Asunción for details.

Highway construction bids sought by Thai Government

Bids are invited for construction of Section B, Bangkok-Nakornpathom Highway (approximately 41 kms.), including earthwork, subbase, concrete pavement, related bridges and structures and other replacement structures.

Sealed proposals will be received by the Department of Highways, Sri Ayudhya Road, Bangkok, until 11 a.m. (local time) March 21.

Contract documents, including plans and specifications may be examined at the office of the Department of Highways, or purchased from the Department of Highways for 8,000 baht per set (21 baht=$1).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Frank Henry Dorney, representing Tomlinson Steel, Ltd., Planet St., Carlisle, interested in agency and requesting technical information on **engineering products.** Feb. 9 via San Francisco for 1 month; Qantas Empire Airways, New York, N.Y. Itinerary: Chicago, Fort Wayne, Milwaukee, New York.

Norman Harrison, representing Norman Harrison Pty., Ltd., 555 Collins St., Melbourne, C.1., Victoria, interested in **tools, hardware, auto parts,** and **plastics.** Feb. 5 via San Francisco for 1 month; up to Feb. 15 c/o Sheraton Hotel, Philadelphia, Pa. Itinerary: San Francisco, Chicago, Philadelphia, Washington, New York, Hartford, Bridgeport, Boston.

Arthur S. Watson, representing George Wills & Co., Ltd., 49 Clarence St., Sydney, N.S.W., interested in **toys,** all types. Jan. 24 via San Francisco for 1 month; c/o Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y. Itinerary: Chicago, New York.

George Zipser, representing Wembly Wear Pty., Ltd., 3 Parker St., Sydney, N.S.W., interested in concluding licensing agreements for Australian manufacture of **men's sports shirts** and requesting technical information on recent styling and manufacturing trends in men's sportswear. Feb. 5 via Honolulu for 4 weeks; c/o Australian Consulate General, 636 Fifth Ave., New York, N. Y. Itinerary: Los Angeles, New York.

FRANCE—Marcel Charton, representing a leading French manufacturer of **rubber footwear** (work-boots in molded seamless construction and safety boots and shoes), wishes to establish business contacts in U.S. with manufacturers and/or wholesalers of **boots** and **shoes** who may be interested in taking over in the country sales of the French firm's articles, on territory or nation-wide basis. Also interested in general agency, for France or section of France for U.S. **footwear** of popular type. Feb. 22 via New York for 8 weeks; c/o French Embassy, 610 Fifth Ave., New York 20, N.Y. Itinerary: New York, Norfolk, Memphis, Houston, Los Angeles, San Francisco, Duluth, Chicago, Cleveland, Pittsburgh, Boston.

André Chaume and Antoine Faure, representing Suroil, S.A., 39 route du Bassin No. 6, Connevilliers (Seine), interested in import of **garage equipment** and requesting general technical information on same. Feb. 10 via New York for 15 days; Suroil, c/o E. D. Allmendinger, 10 Bridge St., New York 4, N.Y. Itinerary: New York, Philadelphia, Cincinnati.

PAKISTAN—Mohammad Abdul Rafee, representing Rafee Corp. and Plastiko Industries, Valika Chambers, South Napier Rd., Karachi 2, interested in **plastic machinery** and **raw materials** and requesting technical information on above. Jan. 30 via New York for 1 or 2 months; c/o American Express Co., New York, N.Y. Itinerary: New York, Washington, San Francisco.

SUDAN—Leon Joseph Tammom, representing Sudanese Chemical Industries, Ltd., P.O. Box 925, Khartoum, interested in U.S. capital participation in expansion of **pharmaceutical division** of company. Jan. 30 via New York for 2 weeks; Statler Hotel, Washington, D.C. Itinerary: New York, Washington, Chicago.

SWEDEN—Nils Linander, representing Akermans Verkstads AB, Eslov, Sweden, interested in contacting users of or organization of users of **pile driving machinery** and requesting technical information about pile driving methods and conditions in U.S. Feb. 17 via New York for 2 weeks; c/o Conrad Hilton Hotel, 720 S. Michigan, Chicago, Ill. Itinerary: New York, Chicago, Los Angeles.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Advertising Media—Trinidad and Tobago.
Book, Magazine and Periodical Importers and Dealers—Trinidad and Tobago.
Dental Supply Houses—Denmark.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Belgium.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—El Salvador.
Household Appliance Importers and Dealers—Surinam.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Ceylon.
Meat Packing, Sausage and Casings—Guatemala.
Medicinal and Toilet Preparation Importers and Dealers—Surinam.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Honduras, December 1962.
Seed and Bulb Importers, Dealers and Exporters—Mexico.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Nigeria.

Jordan extends bid deadline on sewage system project

Bid deadline for construction of a sewage system in Amman (see INTERNATIONAL COMMERCE, Oct. 22, 1962) has been extended from Jan. 31 to March 18.

Tender invitations and tender documents may be obtained from Vattenbyggnadsbyran (VBB), Box 5038, Stockholm 5, Sweden.

This project will require construction of about 55 kilometers of sewers 300 mm. in diameter and upwards and a sewerage treatment plant for a city of 300,000 population.

New Books and Reports

***The U.S. and the Common Market.* By Don D. Humphrey. New York, 1962. 192pp. $4.50.**

Professor Humphrey's analysis treats the economic factors associated with the drafting of the Trade Expansion Act of 1962, and the significance of the new Act in the context of the developing Common Market community.

The author, who is a Professor of International Economic Affairs at Tufts University, discusses free trade in Western Europe; the relation of agriculture to trade policy; tariff reduction and trade expansion; characteristic attitudes and problems of protected American industries; wage levels, technological dislocations, balance of payments and other factors. He reassesses—in the light of the EEC—the changing needs of American agriculture, industry and commerce.

The book can be ordered from Frederick A. Praeger, Publisher, 64 University Place, New York 3, N.Y.

***Prospects for Indian Development.* By Wilfred Malenbaum. The Free Press of Glencoe. New York, 1962. $5.75.**

This 323-page study by Professor Malenbaum, former director of the India Study Project at MIT's Center for International Studies, is a comprehensive and thoughtful analysis of Indian economic planning over the past decade. Because of the author's attempt to generalize in terms of economic development theory, this book will be of most value to economists.

However, businessmen concerned intimately with development in India will find it very readable and informative. Particularly interesting are the author's observations on the relative roles of the public and private sectors in Indian industry, and his views concerning the necessity for simultaneous gains in agriculture and industry to assure sustained economic growth in India.

While the author praises many aspects of Indian economic planning, he is critical of her policy of focusing primarily on material inputs into the Indian economy without giving sufficient emphasis to improving human and organizational factors necessary for harnessing India's full potential.

He particularly emphasizes the failure to achieve any drastic improvements in India's agricultural base, which he deems necessary for creating a larger internal industrial market and greater foreign exchange earning capacity to meet India's import requirements.

The book may be ordered from the Free Press of Glencoe, Inc., 60 Fifth Ave., New York 11, N.Y. **G.B.**

***Tax Dates For Small Marketers—1963 and Tax Dates For Small Plants—1963.* Published by the Small Business Administration. Free.**

These booklets list the due dates for the various Federal taxes to which small marketers and the owners of small plants are subject. Saturdays, Sundays and legal holidays are taken into account. They can be ordered from the Small Business Administration, Washington 25, D.C., or any SBA Field Office.

***Mexico—Business Problems and Opportunities.* By the Editors of Business International. New York, December 1962. 48pp. $40. ($32 to Business International subscribers.)**

A new research report designed to help businessmen tailor their policies to the realities of Mexico today. It analyzes the current Mexican industrial scene, Government and business policies and national aspirations.

Included are detailed analyses of: "Mexicanization" and its meaning to U.S. and other foreign businessmen, Government participation in industry, the sources of available venture capital, forms of business organization, tax regulations, labor costs, price controls, the cost and availability of power and communication facilities, and Mexican participation in the Latin American Free Trade Association.

"Mexico—Business Problems & Opportunities" may be obtained from Business International, 200 Park Avenue South, New York 3, N.Y.

***Rotterdam Yearbook 1962-63.* Published by Der Hafenkurier Weekly, Rotterdam. 152pp. $4.69.**

This book is intended as a reliable guide for those who have, or may have, a business interest in this growing economic center of the Netherlands.

Its 8 chapters cover the main aspects of the regional economy, containing articles on the structure and position of a trade or industry of importance to Rotterdam. Lists contain addresses and further particulars of firms in each trade. Lastly the book gives statistics for Rotterdam's economy.

The cooperation of the authorities of Rotterdam and adjacent towns, the Rotterdam Chamber of Commerce and the Rotterdam Port Foundation has helped the completeness and accuracy of the information.

***1963 Buyers' Guide to Imported German Products.* Published for the German-American Chamber of Commerce by Nordeman Publishing Company, Inc., 350 Fifth Avenue, New York 1, N.Y., 1962. 416 pp. $6.75, including postage.**

An updated, comprehensive reference book reflecting the growing German-American trade volume which currently totals nearly $3 billion annually. The "Facts on Germany" section provides essential information on doing business in the Federal Republic, with data on investments, types of business organization, German taxes, patents and trade marks, wages, trade fairs, and related material.

The Guide also includes an extensive directory of German export manufacturers, U.S. importers or agents, and German products sold in the U.S. An enclosed 14"x22" map of Germany has an index listing more than 1,000 cities and showing distances between important German towns. **N.K.**

***Politics and World Oil Economics.* By J. E. Hartshorn. Frederick A. Praeger, 1962. 365pp. $8.50.**

Mr. Hartshorn, industrial editor of *The Economist* and an expert on fuel and power industries, has written a descriptive analysis of the structure and economics of the world oil industry. Outlining its intricacies, he discusses the effects of its enormous size, of competition, and of national and international integration on its business behavior. He then goes on to show how governments—as consumers, producers, or co-owners of pipelines—are concerned with oil.

In the second part of the book, Mr. Hartshorn soberly considers the inevitable conflict of prerogatives in world oil and developments that are likely to occur in the ever-changing *modus vivendi* of oil companies and governments.

The book may be ordered from Frederick A. Praeger, Publisher, 64 University Place, New York 3, N.Y.

***Libya: A Market for U.S. Products.* By Stephen Duncan-Peters, U.S. Department of Commerce, Washington, 1962. 65pp. 50 cents.**

The United Kingdom of Libya is one of the most promising African markets for American exporters, according to this Department of Commerce booklet.

It lists 24 categories of products that offer the best opportunities for American firms, and indicates a number of others also in demand.

Libya, which became a nation in 1951, has experienced an oil boom during the past 3 years. Out of 500 wells drilled up to July 1, 1962, a total of 213 proved productive. A heavy program of pipeline and other construction is now underway. Libya's imports have been increasing rapidly as the economy expands through oil production, and there is no shortage of dollars.

A total of 58 statistical tables and charts gives a well-rounded picture of the country's economy, production, imports, growth of consumption, and volume of construction. Detailed information is given on all import licensing and exchange procedures, customs duties, trade practices and other essential trade data. Information on hotel facilities and matters of importance to a businessman planning to investigate the growing Libyan market is also included.

The booklet was written by Stephen Duncan-Peters, head of the economic and commercial office in the U.S. Embassy in Libya from 1957 through 1961, who recently returned to North Africa on a study trip as chief of the North Africa Section of the Office of Regional Economics, Bureau of International Commerce. It may be obtained for 50 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1962. Annual subscription $18 ($12 additional for overseas mailing), 15 cents a copy. Order from any Commerce Field Office or the Superintendent of Documents, GPO, Washington 25, D.C.**

Preparing Shipments to Viet-Nam. OBR 62-21. 8 pp. Covers special AID regulations, shipping documents, mail shipment regulations, air cargo shipments, samples and advertising matter, labeling, marking, packing, entry, transit, warehousing, abandoned and reexported goods, and customs procedures.

Investment Law in the Islamic Republic of Mauritania. OBR 62-25. 4pp. An unofficial translation of Mauritania's Investment Code, provided by the Mauritanian Embassy.

Preparing Shipments to the Fed. Rep. of Germany and West Berlin. OBR 62-30. 7pp. Includes information on shipping documents, terms of delivery and payment, mailing regulations, rules on samples and advertising matter, labeling, packing, marking, entry and warehousing, free trade areas, and customs procedures.

Investment Law of the Republic of Senegal. OBR 62-31. 6pp. An unofficial State Department translation of Senegal's Investment Code.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Investment Law of the Federal Republic of Cameroon. OBR 62-32. 5pp. An official translation of Cameroon's Investment Code, provided by the Embassy of the Federal Republic of Cameroon.

Licensing and Exchange Controls in Indonesia. OBR 62-34. 7 pp. Lists the exchange controls, exchange rate system, import licensing controls, rules for the recognition of importers, the classification of imports, exchange rates, Indonesian export controls, and U.S. controls over exports and imports.

***Uganda; the Background to Investment.* Published by the Economist Intelligence Unit for the Government of Uganda. 1962. 63 pp. 70 cents.**

A booklet reviewing the economic growth of Uganda to date, covering her various resources, transport and communications, case histories of firms already operating in Uganda, the market potential, and incentives to investment. Appendices list services administered by the East African Common Services Authority, Statistics, and a 21-entry bibliography.

It may be ordered from the Secretaries of the Ministry of Economic Affairs or the Ministry of Information, Kampala, or from the High Commissioner for Uganda, Uganda House, 58 Trafalgar Square, London, W.C.2.

***Rundt's Overseas Market Reports. (Chile, Ecuador, Greece, Italy, Peru, Venezuela).* Published by S. J. Rundt and Assoc., New York, Fall, 1962. 33-46pp., mimeographed. $25 each (yearly fee $100 for a minimum of 30 such country surveys scheduled each year).**

Recent overseas area economic surveys, giving detailed examination of population; economic and industrial analysis and trends; international trade by countries and commodities; U.S., Common Market and Communist country relations; monetary, financial, banking and fiscal review; production and development; employment and wages; and foreign investment.

Listings of 32 recent surveys and other international data will be furnished on request by S. J. Rundt and Assoc., 130 E. 63d St., New York 21, N.Y.

***Directory of the Republic of Cyprus: 1962-3 (1 st. ed.).* Published by the Diplomatic Press and Publishing Co. (Diprepu Co. Ltd.). London. 104 pp. $3.50**

A 33-page trade index is this book's chief attraction to the international businessman. The index is divided into alphabetical and classified lists of the island republic's business firms.

Other sections of the book contain information on Cyprus' 5-year economic development plan, foreign trade, finance and banking, transport and communications, local industries and agriculture, and a biographical section listing Who's Who in Cyprus.

It can be ordered from the Diplomatic Press and Publishing Co. (Diprepu Co. Ltd.), 13, Cotswold Gardens, London, N.W.2. Tel. SPEedwell 6797.

***Europe.* A daily newsletter covering Common Market events. Published by Agence Europe. Subscription: $35 per quarter for once a week airmail delivery of the week's 6 issues; $70 per quarter for daily airmail delivery (yearly rates are $120 and $240, respectively).**

A highly respected (see Time Magazine, Dec. 7, p59) journal of Common Market affairs. *Europe* also publishes a "Coal and Steel Community" edition, at the same rates. For a one-week free trial or a subscription, contact the Manhattan Publishing Company, Common Market Division, 225 Lafayette St., New York 12, N.Y. Tel: WOrth 6-1766.

Calendar *for international traders*

February

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

12—Businessmen's Consultation on the U.S. Trade Missions to Greece and the Philippines. **Denver, Colo.** Sponsor: U.S. Dept. of Commerce.

12—Automotive Exporters Club, monthly meeting, Engineers Club, **Chicago, Ill.**

12-13—Conference for Corporation Executives on Current Developments in Western Europe. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University.

13—Propeller Club of New Orleans, Monthly Luncheon, Roosevelt Hotel, **New Orleans, La.** Speaker: Draper Daniels, National Export Expansion Co-ordinator.

13-16—International Automotive Service Industries Show, **Philadelphia, Pa.** Sponsors: Automotive Service Industry Assn. and Motor and Equipment Manufacturers Assn.

14—Businessmen's Consultation on the U.S. Trade Mission to Greece. **Greensboro, N.C.** Sponsor: U.S. Dept. of Commerce.

14—Monthly meeting of the International Trade Club of Chicago. **Chicago, Ill.**

14—International Trade Assn. of New England Dinner Meeting, University Club, **Boston, Mass.**

14—Monthly meeting International Trade Club of **Chicago, Ill.** Subject: Panel Discussion of the EEC.

15—Businessmen's Conference on the EEC at the **Chicago, Ill.** Field Office. Sponsor U.S. Dept. of Commerce.

17-24—American Pulp and Paper Manufacturers Exporters Annual Convention, Waldorf Astoria, **New York, N.Y.**

18—Businessmen's Consultations, U.S. Trade Mission to Japan. Worcester Area Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Area Chamber of Commerce, U.S. Dept. of Commerce.

18—Businessmen's Consultations, U.S. Trade Missions to Greece, Italy and Spain. Stratford Hotel, **Bridgeport, Conn.** Sponsor: U.S. Dept. of Commerce.

19—Businessmen's Consultations with members of the U.S. Trade Missions to Greece, Japan and the Philippines, **Hartford, Conn.** Sponsor: U.S. Dept. of Commerce.

19—Memphis World Trade Club Meeting, Holiday Inn, **Memphis, Tenn.**

19—World Trade Club of Greater Providence Chamber of Commerce Dinner Meeting, **Providence, R.I.**

19-20—Businessmen's Conference of U.S. Trade Mission to Italy. Sheraton Hotel, **Philadelphia, Pa.** Sponsors. Foreign Traders Assn. of Philadelphia and U.S. Dept. of Commerce.

20—General Meeting on Export Finance-Insurance, Sheraton Dallas Hotel, **Dallas, Tex.** Sponsors: Small Business Administration; Dallas Export-Import Club; REEC; and U.S. Dept. of Commerce.

21—Bankers meeting on Export Finance-Insurance, Texas Hotel, **Fort Worth, Tex.** Sponsors: Fort Worth Clearing House Assn. REEC, and U.S. Dept. of Commerce.

21—Businessmen's Consultations on the U.S. Trade Mission to Spain, **Philadelphia, Pa.** Sponsor: U.S. Dept. of Commerce.

21—World Trade Club of Detroit—8 members of Trade Missions to Japan, Spain, Greece and Italy to address Club as a panel. Pick-Fort Shelby Hotel, **Detroit, Mich.**

23-March 1—1963 Construction Equipment Exposition and Road Show. International Amphitheater, **Chicago, Ill.** Sponsors: International Road Federation and others.

25—Businessmen's Consultations, U.S. Trade Missions to Greece, Italy, The Philippines and Spain, including a luncheon meeting of the World Trade Assn. **San Francisco, Cal.** Sponsors: World Trade Club and U.S. Dept. of Commerce.

26—Annual Convention, Luggage and Leather Goods Manufacturers of America, Export Workshop, **Miami Beach, Fla.**

26—World Trade Council Monthly Export Counseling Conference, **Pittsburgh, Pa.**

26—Special Interest Meeting of the International Trade Club of **Chicago, Ill.**: "Doing Business in Japan." La Salle Hotel, 3 p.m.

26—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, the Philippines and Spain. **Los Angeles, Cal.** Sponsor: U.S. Dept. of Commerce.

26-27—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Pittsburgh, Pa.** Sponsor: U.S. Dept. of Commerce.

28—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, the Philippines and Spain. **Dallas, Tex.** Sponsor: U.S. Dept. of Commerce.

28—Dinner Meeting of the World Trade Club of **St. Louis, Mo.**

28—Profits in Exports Conference, Military Park Hotel, **Newark, N.J.** Sponsor: U.S. Dept. of Commerce and local groups.

March

1—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Cleveland, Ohio.** Sponsor: U.S. Dept. of Commerce.

1—Businessmen's Consultations with Members of the U.S. Trade Mission to Spain. **New York, N.Y.** Sponsor: U.S. Dept. of Commerce.

4-5—26th. Chicago World Trade Conference. Pick-Congress Hotel, **Chicago, Ill.** Sponsors: Chicago Assn. of Commerce and Industry and the Chicago International Trade Club.

5—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, Japan and Spain. **St. Louis, Mo.** Sponsor: U.S. Dept. of Commerce.

7—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Minneapolis, Minn.** Sponsor: U.S. Dept. of Commerce.

7-8—Second Florida World Trade Conference. **Jacksonville, Fla.** Sponsor: Florida State Chamber of Commerce, in cooperation with U.S. Dept. of Commerce and other organizations. Speaker: Secretary of Commerce Luther H. Hodges.

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Export rank of the 50 states

A State's ranking as an exporter of manufactured goods is not necessarily related directly to its ranking as a producer of manufactured goods, according to the accompanying chart.

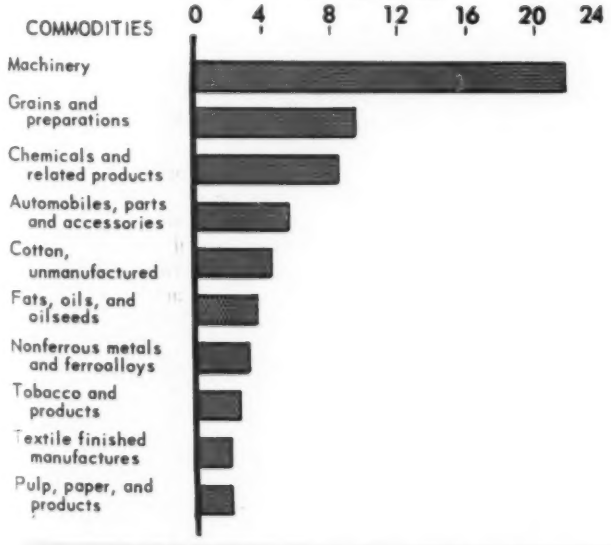
Ten out of 25 states enjoy a larger percentage of the Nation's export activity than they do of its manufacturing activity.

New York State leads in both manufacturing and exporting.

Illinois, which ranks fifth in its share of manufacturing, has the Nation's second largest slice of export business. The State of Washington, which is 19th on the manufacturing activities list, is in 8th place as an exporter. Texas, 10th in manufacturing, is 7th in exporting. Other States which enjoy a greater proportion of the exporting business than of the manufacturing activity, are Virginia, Maryland, Iowa, Louisiana, West Virginia, Oklahoma, and New Mexico.

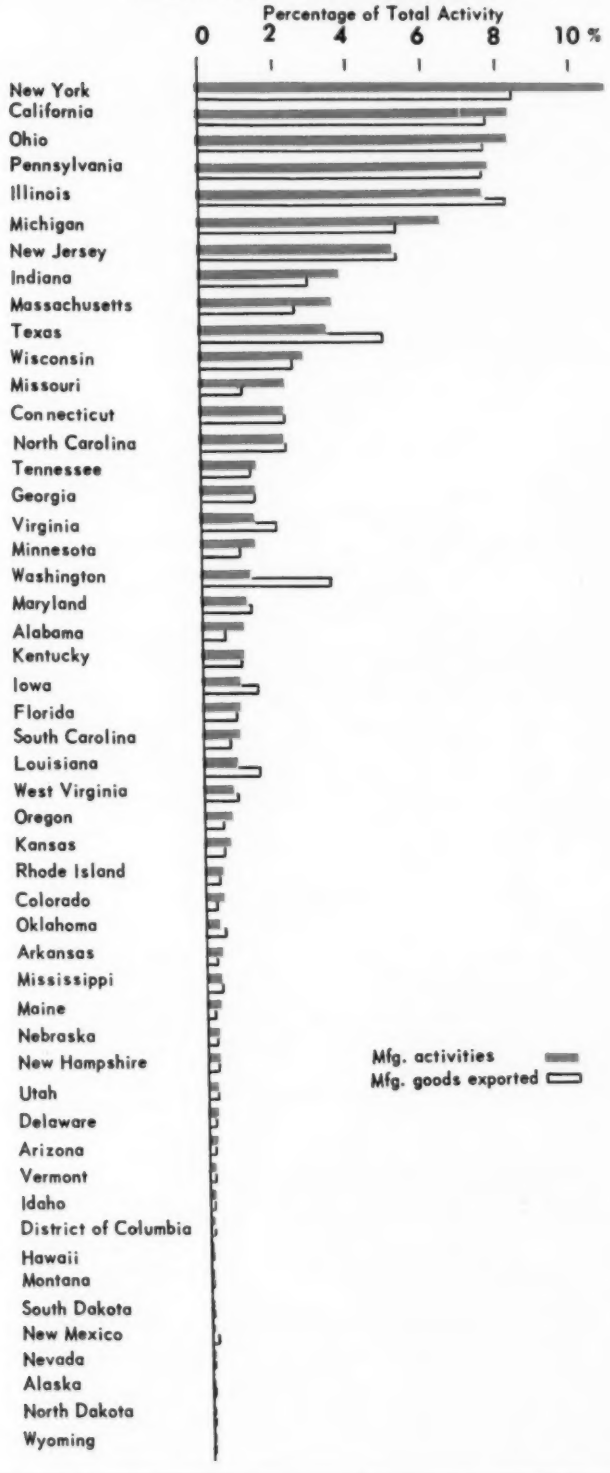
Principal U.S. Exports

The percentage of each of 10 major commodities in U.S Export trade



State-by-state Share of U.S. Exports

(Each state's share of total U.S. manufacturing activity and of total exports of munufactured goods.)



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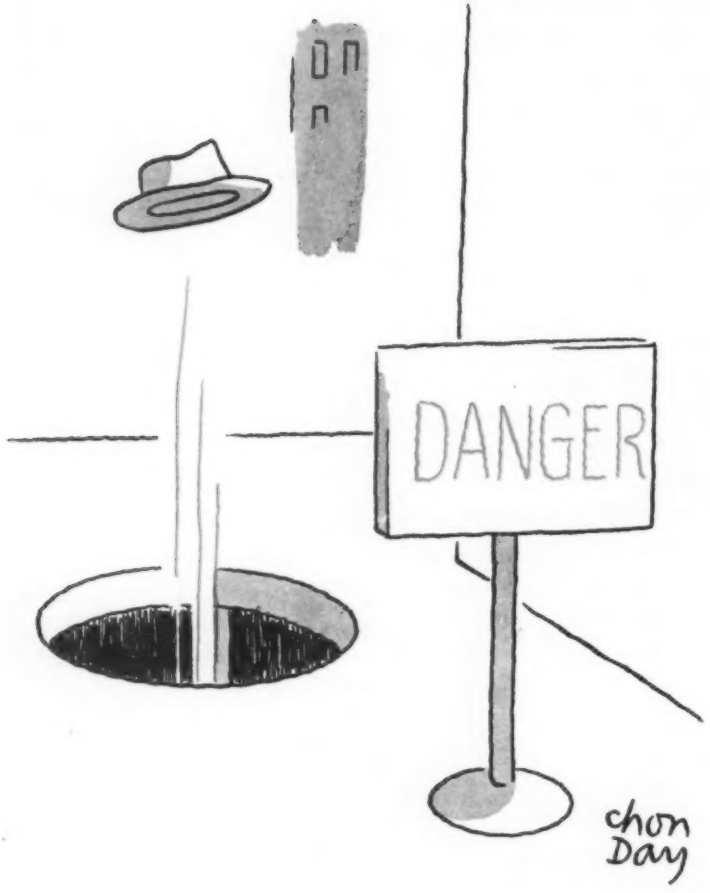

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